

LEATHER *and* SHOES



Tanning is a craftsman's art. But every year the teamwork of the technician and the tannery craftsman, each utilizing the specialized knowledge of the other, results in faster, easier, safer tanning and at lower costs.

Cyanamid's TANAK Synthetic Tanning Agents enable tanners to produce grain characteristics and color effects, and obtain speed of tannage plus other desirable results not possible with the older methods of tanning. The value and reliability of these tanning aids have been proven by years of successful use.

The carefully planned research and technical cooperation which produced the TANAK Agents are being applied continually to the development of new Cyanamid tanning materials, some of which are now being introduced to the industry.

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TRUE AIDS TO TANNING SKILL

AMERICAN Cyanamid company

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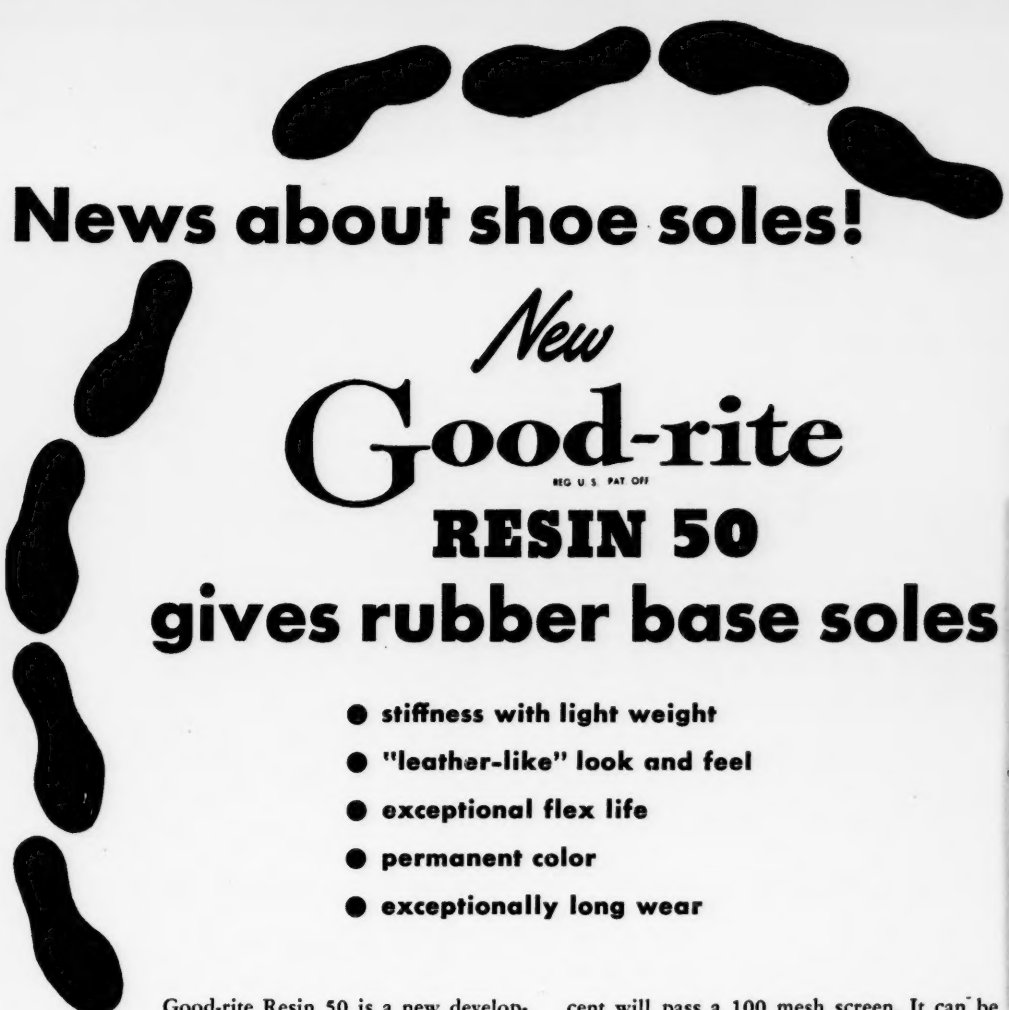
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Potassium Bichromate



MUTUAL CHEMICAL COMPANY OF AMERICA

270 Madison Avenue,

New York 16, N. Y.



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- permanent color
- exceptionally long wear

Good-rite Resin 50 is a new development that is an ideal stiffening agent for natural and American rubber products. For example, a soling compound loaded with ordinary fillers will, in most cases, raise the specific gravity of the compound—reducing the flex life while increasing the hardness.

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B. F. Goodrich Chemical Company

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LEATHER and SHOES

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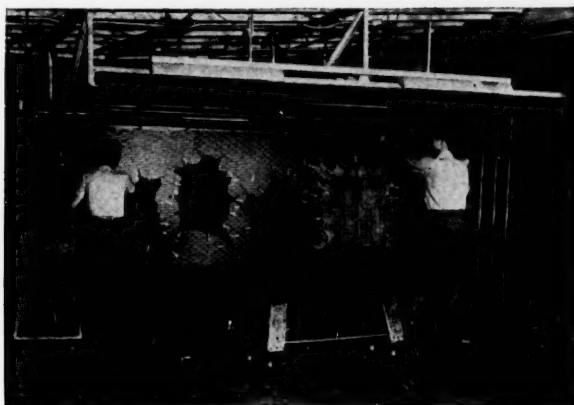
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**It's like putting
money in the bank ...**

*when you experience
maximum efficiency
from your drying equipment*



A drying system that consistently operates at top efficiency is putting money in the bank for you—just as surely as though you made an extra deposit every few days. If hidden losses can be traced to the lack of efficiency—then "hidden profits" may well be traced to top flight performance.

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EDITORIAL

NOTE:—Due to the exceptional interest shown in the editorial of March 26, 1949, we are devoting this week's editorial space to two letters and the reply to one of them.

The Editors

EDITOR, LEATHER AND SHOES
10 HIGH ST.
BOSTON 10, MASS.

Have noted your editorial in the March 26th issue "It Takes too Much to Operate."

May we suggest that you again check that 40% mark-up on wholesale prices. We'd like to find some retailers who are satisfied with a 40% mark up on the wholesale price.

Often we have been asked to publish a suggested retail price and we usually make this 50% of the wholesale and in addition to that there's a 5% cash discount. You should have heard the retailer squawk when we issued the last suggested price with a 50% mark up on the wholesale. They said they had to have 60 to 66%, in fact most retailers insist on 40% of the retail price so that in place of selling a pair of shoes that cost \$10.00 for \$14.00 as you suggest, they expect \$16.00 to \$16.50. If you'll check on this closely you'll find that we're correct.

Many trade publications such as yours have suggested that it is the manufacturer obligation to have an in-stock department to take care of his retail trade and that in-stock departments on the part of the manufacturer stimulate business.

This is absolutely correct. But why place the entire burden on the manufacturer. What's the matter with the tanner?

Today you can't even buy black retan, russet calf and a number of other leathers which are the salt and sugar of the shoe trade without having to wait 30 days or thereabouts to get delivery.

With shoe production at a low level it does seem that the tanner would be able to catch up and have a little leather on the floor to deliver. No manufacturer expects him to have high style colors and the like, but what about leathers that are used every day.

There's room for improvement all up and down the line.

H. N. Fisch, Sales Mgr.
H. J. Justin & Sons, Inc.,
Fort Worth, Texas

EDITOR, LEATHER AND SHOES
10 HIGH ST.
BOSTON 10, MASS.

Whoever in heck wrote your editorial, "It Takes Too Much to Operate", in your issue of March 26 certainly did not consult a retailer or anyone who knows anything at all about retailing. To state that a wholesale price of \$5.00 with a 40% markup means a retail of \$7.00 is sheer foolishness. \$8.33 would be the retail price.

Don't beg the question by claiming that \$7.00 represents 40% on cost! Nobody figures that way—even you figured \$40,000.00 or 40% of \$100,000.00 on gross sales earlier in your article.

Rents are figured on % of gross sales; so are sales costs, advertising, administrative overhead, and all the other costs. So, we figure all % mark-up from selling price (gross).

Let's explore your gratuitous advice to retailers:

If we were to buy shoes at \$5.00 and sell them at \$6.50:

6 % lease would take .39 for rent
8½% salespeople takes .55 for salary
3 % for advertising .20
5½% overhead personnel .26 clerical, porters, cashiers.

Now, we have used up \$1.50—our complete gross markup with nothing left for heat, light, water, MARK-DOWNS which are inevitable, insurance (how many kinds!), depreciation (fixtures, carpeting must be replaced, walls must be repainted), credit losses,

NOTICE

Anyone desiring reprints of
LEATHER and SHOES' editorials
may obtain them at the following
nominal cost:

Up to 100..... 10c each
200-500 5c each
1,000 or over 2½c each

stock shrinkage, stationery and office supplies, customer policy adjustments.

What about a little bit of profit, please sir, or do you think that the profit system is archaic and that the individual entrepreneur is an unnecessary remnant of the dark ages of capitalism.

As you figure it, we will lose money on every individual sale—but look at the wonderful turnover!

Oh yes, even editorial writers can be wrong. And the wronger, the better—a flood of objections proves that somebody reads your stuff!

Morton Hack
Hack Shoe Co.
Detroit 26, Mich.

REPLY

Dear Mr. Hack:

Thank you for your letter commenting upon our recent editorial. However, I think the basic point or theme of our editorial was missed.

We did not suggest that present retail markups were too high on the basis of current retail costs. Our main point was that if retail **costs** could be reduced, then retail **prices** could be reduced. The whole thing hinged on operational costs. We believe that the average retailer, like the average manufacturer, can reduce his operating costs and hence his prices and thereby create price incentives for increased shoe buying by consumers. This is not theory. We have seen, and are seeing, the policy actually at work with some firms.

We selected 40 percent as an arbitrary markup figure. It could be 60 or 70 percent. It makes no difference to our main theme that operational costs could be cut by streamlined methods. You state certain percentages or figures as your costs, then show that it is impossible for you to sell your shoes profitably below a certain price. We do not at all disagree with you—that on the basis of your stated costs you cannot sell at lower prices. We do, however, disagree with any contention that such costs cannot be reduced if modern retailing practices are applied, and hence bring about justifiably lower prices without disturbing a fair profit. I believe that if you will carefully re-read the editorial you will find that our opinions are fundamentally not in conflict with your own.

Thanking you again for your interesting comments.

EDITOR, Leather and Shoes

LEATHER and SHOES—April 9, 1949

**"Character"
for dress uppers
—Wear
for the soles!**



**Sulfolines U and W—give fullness to upper leathers . . .
Solene No. 5 adds wear resistance to soles**

NO MATTER whether you're seeking distinctive character for dress uppers or longer wear for soles, you will get uniformly good results with Gargoyle Leather Specialties and Sole Treating Compounds.

For fatiquoring the highest grades of upper side, calf and kid leathers, Gargoyle Sulfolines U and W give improved fullness and roundness to the finished leathers. High in oil content, they provide extra lubricating value.

And when it comes to treating vegetable tanned soles to give extra resistance to water and abrasion, Gargoyle Solene No. 5 is the answer. For this high-quality product penetrates quickly and evenly into the leathers.

Gargoyle Solene No. 5 meets Army Specification No. 92-62, which is also used by the Navy.

SOCONY-VACUUM OIL CO., INC.
Tanners Division
26 Broadway, New York 4, N. Y.

**Gargoyle Products
for Leather**

CURRIERS VACOREASE W
CURRIERS HARD GREASE
No. 12

CURRIERS VACOREASE D

SULFOLINES

SOLENE No. 5

SEITINE No. 3

CURRIERS OIL No. 4

WATERPROOFING COMPOUNDS



**YOU CAN DEPEND ON
Gargoyle
LEATHER OILS AND GREASES**

NEWS

Spotty Buying Rules Fall Show

Price cuts made on some men's and children's lines. Women's novelty shoes hold firm to spring prices.

"SLIGHTLY off schedule . . . a little too early," characterized comments made at the Shoe Manufacturers' Fall Opening held this week at the Hotel New Yorker, New York City. Both exhibitors and buyers were inclined to agree that volume buying for fall would not begin until after Easter.

Despite the fact that the show got off to a slow start and gave evidence of little acceleration by mid-week, exhibitors were neither surprised nor disappointed. Spontaneous buying was concentrated on women's novelties with prices holding firm. Other novelties brought some interest but buyers took these for staple selling during summer and fall. One manufacturer remarked that, "fall will be a month late this year."

Some exhibitors, however, felt they were catching an earlier than anticipated demand. Men's and children's shoes for fall showed some price weakness, especially on work shoes, with price cuts quoted up to 15 cents and averaging five cents a pair.

Endicott-Johnson Corp. was reported to have reductions ranging from 5-10 cents a pair on some work shoes and children's lines. Other firms announcing cuts were Eagle Shoe Co., Everett, Mass., which reduced its men's shoe 5-10 cents per pair; Accurate Shoe Corp., New York City, which announced a five percent cut on children's and little girls' shoes; and Skippy Footwear Corp., New York City, which cut children's slippers 10 cents a pair.

Women's novelty types manufacturers who comprised the majority of exhibitors saw little chance of fall shoe price cuts, citing high labor and

raw material costs, especially leathers. Most made popular-priced lines.

Few Style Trends

The showing reflected few marked trends in styles. Manufacturers were playing along with open toes, expected to carry blues over into fall, showed some desire to bring back the closed back shoe—but all in all, the exhibits were catch-alls—a little of everything.

Some manufacturers were banking on buyers adapting their summer shoes to fall needs. One expected a large volume of dressed up ballerinas for early fall. Leading men's lines featured woven shoes including woven vamp casuals. One women's line that was particularly active showed polka dots in ballerinas and softies. There were also extensive displays of thong sandals.

Jobber Activity

While some chain store and mail order buying on a larger scale was expected by the end of the week, most activity was concentrated among jobbers. High freight rates plus proportionately higher traveling and sales costs on lower-priced lines were working in favor of the jobber.

As a whole, however, manufacturers expressed full confidence in fall and winter prospects. Though buyers were only committing themselves for the immediate future, manufacturers felt they faced a production jam when business did break. They were not worrying about its breaking.

One bright spot was the unexpected interest in slippers. Manufacturers, worried about shearing supplies, price, demand, etc., were not looking forward to early sales. Despite this, buyers placed record early orders.

To sum up, attendance was fair with many jobbers present, buying was spotty to moderate with less

emphasis placed on strictly fall lines than is normal at this period. Retailers were interested in promotional merchandise, jobbers in stock replacement. Chains and mail order houses were possibly holding off until the week-end for any possible softening of prices.

NAVY ASKS BIDS ON 133,006 PAIRS SHOES

The Navy Purchasing Office, New York City, has issued Invitation No. 4576 calling for bids on 120,004 pairs of enlisted men's black leather oxfords. Bids will be opened at 10:00 a.m. in New York on May 2.

Sizes specified range from 5A to 13D and delivery is to be made to the Brooklyn (N.Y.) Naval Clothing Depot during June, July and Aug., 1949.

Invitation No. 4561 calls for bids on 10,002 pairs of low, black, leather shoes for delivery during May to the Brooklyn Naval Clothing Depot. Sizes range from 5A to 9½E. Contractors will be required to submit for approval a sample and all component materials of the item before starting production. Bids will be opened publicly in New York on April 22.

The Navy has also issued Invitation No. 4491, calling for 2,000 pairs more or less, of black leather shoes, with bids to be opened April 29, for delivery in 30 days to the Brooklyn Naval Clothing Depot. Also invitation No. 4492, for 1,000 pairs of black high shoes, bids to be opened April 29, also for delivery in 30 days to Brooklyn.

QM Invites Bids On 79,488 Canvas Slippers

The New York Quartermaster Purchasing Office has issued QM-30-280-49-1134 calling for bids on a total of 79,488 canvas hospital slippers. Bids will be opened publicly at 11:00 a.m. on April 19 at the New York Office with delivery to be completed by July 31, 1949.

Item 1a calls for 6720 pairs for delivery to the Naval Medical Supply Depot Annex, Edgewater, N. J. Item 1b lists 72,768 pairs with bidder to specify shipping point. Specifications are 71,140 pairs of size 2 and 3,488 pairs of size 4. The procurement is for the Army and Navy Medical Corps.

The QM office has also issued QM-30-280-49-1126 calling for bids on 2156 brief cases, envelope type with slide fasten, closure and disappearing handles. Bids will be opened April 12 at 1:30 p.m. Procurement is for the Army and Air Force Recruiting Service.

Leather Takes Limelight At Research Association Meeting

DISCUSSIONS, speeches, and movies devoted to the leather industry were the features of the first day of the annual spring meeting of the Chemical Market Research Assn., at the Statler Hotel, St. Louis, April 4 and 5.

A. H. Winheim, president of the Planetary Chemicals Co., and also president of the American Leather Chemists Assn., gave one of the keynote addresses in his discussion of "Tanning Processes of the Present and Future." Dr. Stephen J. Kennedy, of the Office of the Quartermaster General, spoke on "The Leather Situation and General Defense," and John R. Hoover, vice president of the B. F. Goodrich Chemical Co., addressed the group on "Plastics Invade the Leather Industry."

A symposium, "Chemical Requirements of the Industry" was conducted by Edwin S. Flinn, manager, Tannin Division, The Mead Corp., and Kenneth E. Bell, vice president of A. C. Lawrence Leather Co.

Richard M. Lawrence, of the Monsanto Chemical Co., chairman of the convention, presided over a discussion on plant location problems.

In his address on tanning—today and tomorrow—A. H. Winheim, outlined various new methods of tanning today and discussed developments of the future for the industry. A synopsis of his speech follows:

Basking in the warm glow of antiquity, and gazing hopefully at horizons presaging approaching vicissitudes, the art of tanning is at once the delight and despair of the chemist. It is the delight and despair, too, of the tanner. And occasionally, the anomaly applies to the supplier of raw materials.

The vegetable tanning process (also known as the bark tannage), embodying both chemical and physical phenomena, has remained the most widely used method for producing heavy leathers—those required for saddles, straps and shoe soles. Mineral tannages, epitomized by chromium in the form of basic chrome sulfate, have become the dominant procedures for producing light leathers—those used for shoe uppers and linings. Oil or chamois tannage, formaldehyde tanning, syntans and combinations of these types, constitute the balance of commercial leather-making processes.

Forecasters of future factors in the field of footwear fabrication foresee the use of everything from fancy formulations to formulated fantasy. Obviously leather possessing improved properties

will continue to be an important structural material.

In the category of processes which have not yet attained the stature of accepted practice are those utilizing aluminum salts, phosphates, quinones, melamine, iron, silice, sulfonyl chlorides, resorcinol, canaigre and dialdehyde-resin polymers. A D-W modified mineral tannage may also encounter the transition from today's test tube to tomorrow's tannery.

Undergoing varying degrees of application research are Rohm & Haas' Zirconium tannage, Cyanamid's Melamine process, DuPont's "Skelt" and replacement systems such as "Orotan", "Chemtan" and "Intan". Each possesses points of merit which justify consideration by the progressive tanner.

Although not strictly tanning procedures, many preliminary and subsequent treatments are extremely important to the leather-maker and present interesting fields for the chemical manufacturer. Some of the Technical aspects of beam-house operations, bating, fat liquoring, coloring, finishing and impregnation were briefly discussed.

Economic considerations may determine the extent to which tomorrow's tannage will include that unique tuber of the arid Southwest (canaigre), or some variation of aliphatic hydrocarbon sulfonyl chlorides. There can be no doubt, however, that science will play an increasingly important role in the battle between the laboratory and the land in providing leather-making materials.

Dr. J. S. Kennedy, research director, of the Textile, Clothing & Footwear Sections of the Research & Development Branch, Office of the QM General, outlined the armed forces problems in getting footwear to withstand Arctic snow, tropical

jungle and Missouri mud. A synopsis of his paper follows:

Technological progress in leather manufacture is of significance to national defense in respect to meeting the potential shortage of strategic and critical materials used in the tanning of leather, and for its potential contribution to the improvement of the functional performance of military footwear. The Leather Research Program of the War Department being conducted by the Office of The Quartermaster General is directed along both of these lines.

While there may be some possibility of getting a satisfactory tanning material from agricultural products, the most promising nearby source of material is in the products of the synthetic chemical industry. This applies both to true synthetic tanning materials and to outright substitutes for leather. Similarly, in the field of chrome tannage the possibility of finding some other satisfactory method of tanning leather than by the use of chrome is important from the standpoint of national defense. Stuffing materials for the finishing of leather are also critical in time of war, and the possibility of finding synthetic substitutes, as was done by the Germans, presents an important field of study. From a functional standpoint the most important military need in leather is in improvement of water resistance. Here also the possibility of entirely new approaches to the tanning of leather suggest promising lines of research.

Dr. Edwin S. Flinn, manager of the Tanning Extract Div., of the Mead Corp., along with Kenneth E. Bell, vice president of the A. C. Lawrence Leather Co., in their symposium, discussed the chemical requirements of the tanning industry. A synopsis of their paper follows:

It is urged that reference be made to the article by Mr. Bell, published in *Chemical Industries* in October 1944, on the production of leathers by types in 1939, and the chemicals and materials requisite for their processing.

During the past five years there have been several significant changes in usage and mode of application. Dislocations in hide and skin supplies throughout the world, as well as unusual military requirements during the war years, have altered the previous patterns of use.

In the case of depilatories, more exacting chemical control has permitted the use of large quantities of such materials as sodium sulfhydrylate to accelerate the speed of unhairing and thereby increase production without causing injury to the skin or hide. With the domestic supplies of vegetable tanning materials steadily decreasing and forcing this country to be more dependent on foreign supplies, there has been a stimulation in the development of lignosulfonates, a by-product of the paper industry, and synthetic tanning materials made from condensed phenol resins. In addition to American industrial research progress in this latter field has been the knowledge of the German products made available as a result of the Technical Intelligence team activities of the Quartermaster General. During the war, curtailment of the supply of certain oils and fats for lubricating purposes has



THOMAS A. PRINTON

... recently elected president of Nopco Chemical Co., Harrison, N. J., succeeding Charles P. Gulick, one of the company's founders and president since 1932 who continues as chairman of the board. Printon joined Nopco in 1922 as a salesman and later became New England district manager. He was elected a director in 1936 and a vice president in 1938.

stimulated the development of synthetic hydrocarbon types of oils, as well as so-called "fat-liquors" for acidic leathers. Improvement in dyeing techniques, development of the many nitrated and chlorinated organic materials for mold and mildew preventatives, and developments of the many synthetic resin types such as acrylate and vinyl emulsions for use in finishes are examples of the tremendous technological advances that have been made in the recent years. Today the tanning industry is more receptive to the introduction of new and improved materials that it has ever been in the past.

The invasion of the leather market by synthetics, was described by J. R. Hoover, vice president of the B. F. Goodrich Chemical Co., who is also

a director of the Plastic Materials Mfrs. Assn. A synopsis of his speech follows:

Ancient man's first clothing, footwear and armor were doubtless fashioned from the skins of animals. The tough hides served well to protect his own skin from the rigors of nature and the attacks of his enemies.

Modern man has a seemingly innate desire to own, wear and carry fine articles of leather. A vast American industry, skillfully combining old and new techniques, converts raw hides to durable, attractive leathers valued at more than 750 million dollars in 1948.

The chemical industry, servant of all industries, creator of many, has worked hand-in-hand with leather tanners to de-

velop improved technology, better finishes, lower costs.

Now, born of this same amazing chemical industry under stress of war, a comparatively infant prodigy challenges many of leather's markets. Synthetic elastomers were scarcely known commercially ten years ago. Today the production and use of American rubbers and flexible plastics is measured by hundreds of thousands of tons annually. Their technology moves ahead rapidly, with a large share of the effort aimed at markets traditionally served by leather.

Tanners are viewing with concern the inroads already made. In some fields the impact is unmistakable; in others a growing threat.

Despite early deficiencies in quality and misapplication, some of the new materials have quite outgrown the opprobrium of "substitutes" and have won permanent favor in the market.

With their abundant mineral raw material sources and controlled chemical manufacturing processes the synthetics promise a degree of price stability which should benefit tanners, fabricators and consumers of leather as well as the makers and users of replacements. Just as rubber products manufacturers no longer fear the ruinous, violent fluctuations in costs of their principal raw materials, so can the makers of leather and competitive goods anticipate increasingly stable materials costs when synthetics become a larger factor.

While synthetic elastomers by no means spell the doom of the tanning industry, the conflict will increase, bringing greater price stability to the older industry; stimulating better technology and merchandising in both; making a greater variety of attractive, long-lasting and economical products for the consumer; expanding the total market.

85% PPSSA Space Taken

Approximately 85 percent of total display space available for the Popular Price Shoe Show of America has already been assigned, Maxwell Feld and Edward Atkins, co-managers, reported this week. The show will be held May 23-26 at the Hotels New Yorker and McAlpin, New York City.

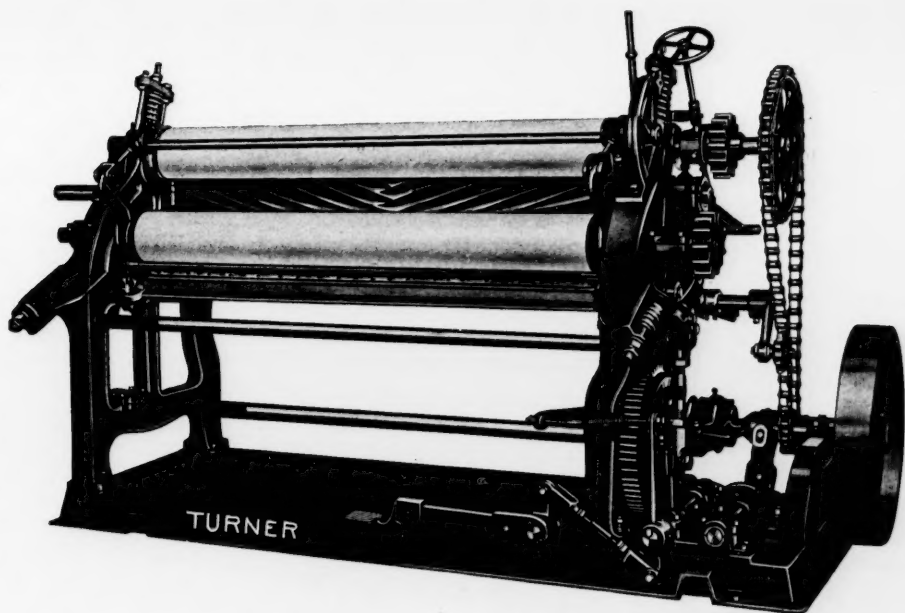
Several hundred manufacturers of men's and women's shoes and casual footwear and infants' and children's footwear are expected to display their wares at this official industry fall market week. Some 50 leading manufacturers of men's shoe in the volume and popular price fields have already taken exhibit space, according to Field and Atkins. Attendance of over 3000 buyers and retailers representing every leading chain store, mail order house, department and specialty store and wholesale firm is anticipated.

Highlighting the PPSSA market week will be a fashion show Monday morning, May 23, at 10:15 a.m. in

COMMONWEALTH
COLOR & CHEMICAL CO.

**More than forty
years' experience
in the manufacture of
Fatliquors, Dyestuffs and
Chemical Specialties of
every type for the
Leather Trade.**

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PHILADELPHIA CHICAGO CLEVELAND MONTREAL



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Motor drive mounted on machine if desired.



PEABODY, MASS.

Branch Offices

PHILADELPHIA, PA.

MILWAUKEE, WIS.

NEWARK, N. J.

the Grand Ballroom of the Hotel Statler. Cards of admission will be available to members of the trade and the press.

I. Miller Drops Prices

Price cuts ranging from 50 cents to \$1 per pair on its suede and smooth calf shoes were announced this week by I. Miller & Sons, Inc., New York City. The announcement was made by Irving Grossman, executive director of the firm's manufacturing and wholesale divisions.

The reduction, expected to affect close to two-thirds of the company's entire shoe production, will apply

only to shoes for late May or June delivery and all later deliveries.

Grossman said that platform shoe lines have been cut \$1 to \$2 at retail and 50 cents to \$1 at wholesale, bringing the retail price range down from \$24.95-\$26.95 to \$23.95 to \$25.95. Opera pumps, formerly retailing at \$21.95 are reduced to \$19.95, a wholesale cut of 75 cents.

Name Bennett Dow Chairman

Earl W. Bennett has been elected chairman of the board of directors of the Dow Chemical Co., as a result of the death of Dr. Willard H. Dow,

in an airplane crash last week (L&S, Apr. 2).

Leland I. Doan has been named president of the Midland, Mich. chemical firm. A. P. Beutel and Russell L. Curtis were named to newly created vice-presidencies. Dr. Mark E. Putnam was made general manager and a member of the executive committee.

Calvin Campbell, sole survivor of the crash which took Dow's president, was elected secretary of the company, and Carl A. Gerstecker was made treasurer.

Prior to his death, Dr. Dow, had held the positions of chairman, president, and general manager.

Coming EVENTS

April 3, 1949—Shoe Mfrs. Fall Opening, Eugene A. Richardson Associates, Hotel New Yorker, New York City.

April 24-25, 1949—Tri State Shoe Show, Hotel Statler, Buffalo, N. Y.

April 27-30, 1949—St. Louis Shoe Show, St. Louis Shoe Mfrs. Assn., Hotel Statler and other hotels, St. Louis, Mo.

Michigan Monthly Shoe Show, Hotel Statler, Detroit—May 1-3, June 5-7, July 10-12, Sept. 11-13.

May 1-4, 1949—Advance Fall Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

May 2-6, 1949—Guild of Better Shoe Manufacturers Showing, New York City.

May 2-13, 1949—British Industries Fair, Earls Court and Olympia, London, and Castle Bromwich, England.

May 8-10, 1949—Spring Show, Iowa Shoe Travelers Assn., Des Moines, Ia.

May 8-11, 1949—Fall Shoe Show, Southwestern Shoe Travelers Assn., Adolphus Baker and Southland Hotels, Dallas, Texas.

May 11-13—Grand Rapids Shoe Fair, Pantlind Hotel, Grand Rapids, Michigan.

May 14-18, 1949—Mid-Atlantic Shoe Show, Middle Atlantic Shoe Retailers Assn. and Middle Atlantic Shoe Travelers Assn., The Benjamin Franklin, Philadelphia, Pa.

May 16-17, 1949—Spring Meeting, Tanners' Council of America, Inc., The Cavalier, Virginia Beach, Va.

May 21-28, 1949—24th annual National Foot Health Week, National Foot Health Council.

May 23-24—National Hide Assn. Annual meeting, Brown Hotel, Louisville, Ky.

May 23-26—Popular Price Show of America, Hotels New Yorker and McAlpin, New York. Sponsored by the National Assn. of Shoe Chain Stores and the New England Shoe and Leather Assn.

May 30-June 10, 1949—Canadian International Trade Fair, Toronto Exhibition Grounds, Toronto, Canada.

June 5-7—Fall Shoe Show, Indiana Shoe Travelers' Assn., Inc., Severin Hotel, Indianapolis.

June 6-9, 1949—Semi-Annual Shoe Show, Boston Shoe Travelers' Assn., Parker House, Boston, Mass.

June 26-28, 1949—Second annual State of Maine Shoe Show, Bangor House, Bangor, Me.

June 22-24—ALCA Convention Monmouth Hotel, Spring Lake, N. J. Spring Lake, N. J.

June 13-18, 1949—National Luggage & Leather Goods Week, sponsored by Luggage and Leather Goods Manufacturers of America, Inc.

July 24-27, 1949—Baltimore Shoe Club Show, sponsored by the Baltimore Shoe Club and Baltimore Chamber of Commerce, Lord Baltimore Hotel, Baltimore, Md.

Sept. 7-8, 1949—Official Opening of American Leathers for fall, Waldorf-Astoria Hotel, New York City. Sponsored by Tanners' Council.

Sept., 1949—Child Foot Health Month, National Foot Health Council.

Oct. 31-Nov. 3, 1949—National Shoe Fair, Chicago, Ill.

Nov. 3-4, 1949—Annual meeting Tanners' Council of America, Inc., Edgewater Beach Hotel, Chicago, Ill.

Nov. 6-9, 1949—Advance Spring Showing, Southeastern Shoe Travelers, Inc., Sheraton Bon Air Hotel, Augusta, Ga.

Boston Braves to Attend Boot & Shoe Club Meeting

The Boston Braves, National League baseball champions in 1948, will be guests at the 60th annual meeting of the Boston Boot and Shoe Club. Joseph S. Lanigan, Club president, has announced. The meeting will be held Wednesday evening, April 20, in the Louis XIV Ballroom of the Hotel Somerset, Boston.

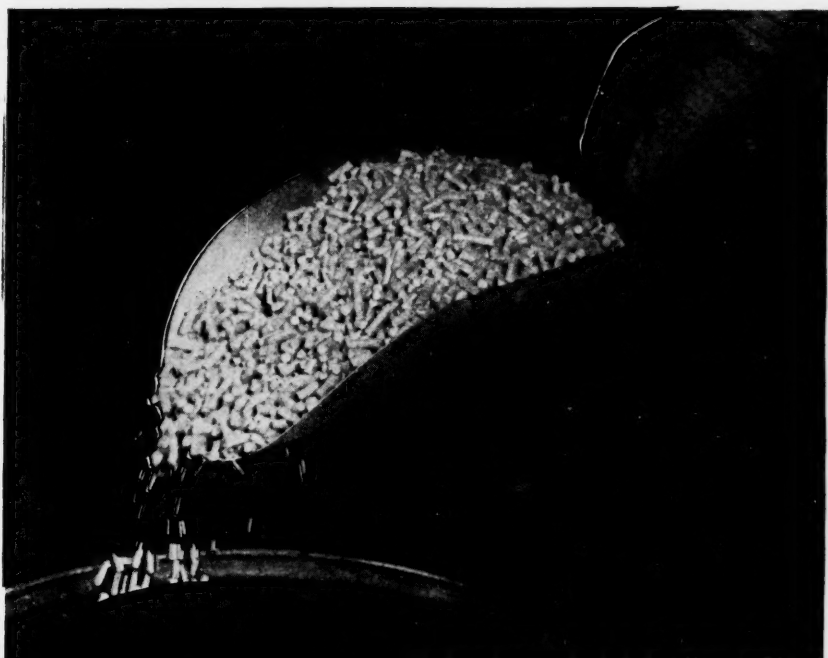
Highlight of the dinner-meeting will be the presentation of special awards to the "Three Steam Shovels"—Perini, Rugo, and Maney, owners of the Braves—and to managers Billy Southworth and John Quinn. Al Schacht, famed baseball clown, will preside as Master of Ceremonies.

Lea. Dress Glove Shipments Rose 135 Percent in 1947

Manufacturers in the leather dress glove industry shipped products valued at \$47.3 million during 1947, an increase of 135 percent over the \$20.1 million value of products reported by the industry in 1939, when the last Census of Manufacturers was taken. The 1947 report was made by the Bureau of the Census, Dept. of Commerce.

Value added by manufacture during 1947 totaled \$24 million, a gain of 145 percent over the \$9.8 million value added in 1939. Value added by manufacture is calculated by subtracting cost of materials, supplies, containers, fuel, purchased electric energy, and contract work from the value of products.

Average employment of production and related workers in the industry amounted to 3,151 in 1947 as compared to 7690 in 1939. Wages paid to production workers increased 130 percent, from \$5.7 million in 1939 to \$13.1 million in 1947.

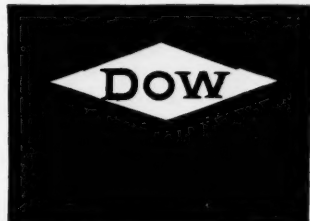


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Now you can obtain Dowicide G in *pellet form*! These new, hard pellets have only one-fourth the volume of the original flake! That means *easier handling, less dust* in the application of this superior industrial germicide and fungicide. Dowicides have proved themselves indispensable to the leather industry. These effective disinfectants and fungicides prevent waste by bacterial decomposition in nearly every phase, from the initial soak to the drying loft. Costly losses caused by decomposition of the collagen fibers, deformation of grain and loss of hide substance can be reduced by using the *right* Dowicide. Find out now about the new, pellet form Dowicide G. It's easier to handle, minimizes dust during application. Contact your nearest Dow office or write direct to Midland.

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Hubschman Workers Strike

Production workers at the Philadelphia plant of E. Hubschman & Sons, Inc., Philadelphia, Pa. calf-skin tanners, went out on strike this week after the company refused to meet their "package increase" demands. The strike was called on April 4 by the International Fur & Leather Workers Union, CIO, local, bargaining agent for the workers, after negotiations had reached a deadlock.

Company and union representatives had been attempting to settle differences with the aid of U. S. Com-

missioner of Mediation and Conciliation, John J. Murray, since March 28. Negotiations began late in Feb. of this year and continued until March 31. Union officials asserted that "no contract would be signed this year by the union without a wage increase and a retirement fund"—the so-called "package increase".

The strike is the first to be called by the union against tanners this year. Previously IFLWU had reached settlements at J. Greenebaum plants; Gutman & Co., Inc.; The Huch Lea Co.; and other midwestern tanneries. Last week an agreement was reached

with the Waukegan, Ill. plant of Griess-Pfleger Tanning Co.

Members of the Mass. Leather Manufacturers' Assn. have been negotiating with IFLWU since Jan. of this year and no settlement has been reached as yet. A 30-day extension of the 1948 contract expired Jan. 31. Negotiations are also pending at the American Hide & Leather Co., Lowell, Mass., and at Granite State Tanning Co., Nashua, N. H.

Open Bids For Sole Strips

The New York Purchasing Office of the Quartermaster General, received bids this week under QM-30-280-49-1077, for 30,000 pounds of domestic pack leather sole strips, 13 inches wide with the following firms bidding for the strips.

Eberle Tanning Co., Westfield, Pa., all at .375 per pound; Cover & Co., Philadelphia, half at .3056 and half at .3156. Fred H. Lowenstein, Inc., New York, all at \$1.29.

Berman Lea Co., Boston, bid as follows: 10,000 lbs. at .3575; 5,000 at .355; 10,000 lbs. at .3375; and 5,000 at .335. Morris Feldstein & Son, Inc., Boston, 5,000 each at .735, .745, .755, .756; and 10,000 at .775.

The following concerns bid on the entire quantity: Armour Leather Co., Chicago .90; Leas & McVitty, Inc., .8875; William Johnson .85; Howes Leather Co., Boston, .7985.

K. Hanfling Co., bid for 5,000 lbs. at .90 and .95 each. A. C. Lawrence Leather Co., Peabody, Mass., bid .949 for the entire lot; Saturnia Shoe Products bid on 10,000 lbs. at .765 and .825 and 5,000 lbs. at .795.

Bids by the Penn Leather Co., Philadelphia were on the basis of all at .3675 or 7,500 each at .749, .779, .809 and .839. U. S. Leather Co., New York bid .775 for the entire 30,000 lbs.

Tight Shoes Worth \$2000

A Superior Court jury recently awarded Mrs. Evelyn Brander, Montclair, N. J. nurse, \$2000 in damages for foot injuries caused by ill-fitting shoes. The decision was made against Harrison Bros. shoe store in Montclair for failing to use "reasonable care, skill, and judgment in fitting shoes."

Mrs. Brander claimed she suffered a torn ligament in her left foot after a shoe clerk wedged her foot into a too-small slipper. She was unable to work for a considerable period because of the salesman's action.



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SOLVAY
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- perfect neutralization
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Tanners by the hundreds are discovering it costs no more to be sure of a finer grain ... they're switching to SOLVAY Ammonium Bicarbonate.

It penetrates fast, thoroughly—produces uniform pH throughout.

So for neutralization you can rely on, buy by the name relied on for over 60 years—SOLVAY. Order SOLVAY Ammonium Bicarbonate today.

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January Footwear Output Down

Shoe and slipper production in Jan. totaled 37 million pairs, four percent more than the 35.5 million pairs produced in Dec., 1943 but nine percent less than the Jan., 1943 output of 41 million pairs, the Bureau of the Census, Dept. of Commerce reports. Jan. shipments of 37 million pairs were valued at \$137 million, an average of \$3.69 per pair shipped. This compares to an average value of \$3.76 in Dec., 1943, and \$3.92 in Jan., 1943.

Shoe, sandal and playshoe output reached 34 million pairs, some eight percent more than Dec. totals of 32 million pairs but 10 percent less than the 38 million pairs turned out Jan. a year ago. Women's footwear of these types, comprising 43 percent of the Jan. footwear output, totaled 16 million pairs, 19 percent more

than the Dec. output of 14 million pairs but 11 percent less than the Jan., 1943 total of 18 million pairs. Slippers for housewear produced

in Jan. amounted to two million pairs, a drop of 34 percent in comparison with Dec. output and seven percent less than Jan., 1943.

Kind of footwear	Production (thousand pairs)			Percent of change January 1949 compared with—	
	Jan. 1949 (preliminary)	Dec. 1948 (revised)	Jan. 1948	Dec. 1948	Jan. 1948
SHOES AND SLIPPERS, TOTAL	36,888	35,508	40,731	3.9	-9.4
Shoes, sandals, and playshoes	34,285	31,673	37,899	8.2	-9.5
Men's	8,656	8,901	9,264	-2.8	-6.6
Youths' and boys'	1,180	1,310	1,397	-10.0	-15.5
Women's	16,479	13,875	18,483	18.8	-10.8
Misses'	2,504	2,333	2,785	7.3	-10.1
Children's	2,312	2,187	2,565	5.7	-9.9
Infants'	2,039	1,993	1,996	2.3	2.2
Babies'	1,115	1,074	1,409	3.8	-20.9
Slippers for housewear	2,186	3,313	2,349	-34.0	-6.9
Athletic	238	279	304	-14.7	-21.7
Other footwear	179	243	179	-26.3	...

Minus signs (-) denotes decrease.

Adjust pH of Unhairing Solutions independent of Sulfidity with Hooker Sodium Sulfhydryte

Using Hooker Sodium Sulfhydryte, your unhairing solutions have the same sulfidity but only half the alkalinity as with sodium sulfide. Because of this, you can increase the pH of your solution (with caustic soda or sodium sulfide) without changing the sulfidity.

And you only need 60% as much Hooker Sodium Sulfhydryte to obtain the same sulfidity as with double strength sodium sulfide.

So here is a way to cut down on the amount of chemicals you use, cut down on your handling and storage, and at the same time maintain precision control of the alkalinity of your unhairing solutions.

Try Hooker Sodium Sulfhydryte in your unhairing solutions for stronger, better grained leathers and minimum injury to hides.

HOOKEE BULLETIN 500 tells more about Sulfhydryte Unhairing Solutions. It suggests procedure for calf skins, hides for sole leather, for side and upper leathers and for specialties. A copy will be sent you free when requested on your letterhead.



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Hanan Marks 100th Year

Hanan & Son, New York City shoe store chain, celebrates its 100th anniversary this year. The firm is presently exhibiting a display of old posters, advertisements and shoes of former periods in its Rockefeller Center store and will later show the exhibit at other Hanan stores throughout the country.

Hanan & Son was opened in New York City in 1878 by James Hanan and his son, John H. Hanan. Previously, the elder Hanan who came to the U. S. from Ireland had opened a small cobbler shop in 1849. John Hanan established many of the Ha-

("News" continued on page 38)



EPHRIAM BRAUDE

... head of Ephriam Braude Leather Co., New York City side leather tanners and distributors, who celebrates his 50th anniversary in the leather industry next month. Well-known in the trade throughout the U. S. and Europe, Braude began his career in 1899 when he entered the leather firm founded by his father.

SPOT News

Massachusetts

● Dewey & Almy Chemical Co., Cambridge, reports that it has borrowed \$1,100,000 from the Mass. Mutual Life Insurance Co., in accordance with plans announced in its 1948 annual report. Half of the proceeds was used to repay a \$550,000 short-term note held by the insurance company. The loan is payable in 10 equal installments beginning June 1, 1953.

● Kivie Kaplan of Colonial Tanning Co., Inc., Boston, is soliciting members and contributions for the Boston Branch of the National Association for the Advancement of Colored People. Membership applications and contributions should be sent to Boston Branch, N.A.A.C.P.

● Conrad C. Strickland is now representing the Leather and Shoe Products Division of Graton & Knight Co., Worcester tanners. Strickland will cover Pennsylvania, Maryland and Virginia.

● International Shoe Machine Corp., Cambridge, has named Emmett Martin to its sales and service staff. An expert on lasting room problems, Martin was formerly with Brown Shoe Co.'s Cairo, Ill., plant. He will work out of the St. Louis office and cover Tennessee and Arkansas.

● Stanley Sorosman, owner of the Benson Shoe Co., Lynn, reports that the company is occupying additional floor space in its present building and will expand its production of women's sandals. Present output is 10 cases per day.

● Harlan T. MacKendrick has been appointed superintendent of the Leather Division of Swank, Inc., Attleboro manufacturers of men's leather, jewelry and other accessories. MacKendrick has been Asst. Supt. of the Swank plant at Taunton, and has been with the firm since 1939.

Maine

● Owen Lawton Shoe Co., Inc., Lewiston manufacturers of women's McKay shoes, is reported in the process of liquidation.

● W. H. Kjelgaard, formerly sales manager with Gardiner Shoe Co., Gardiner, is now with Viner Bros., Inc., Bangor men's and women's moccasin-type footwear manufacturers. He has been active in the shoe trade for many years, and was associated with Endicott-Johnson Corp., and W. L. Douglas Shoe Co.

New York

● Hooker Electrochemical Co., Niagara Falls, has announced the promotion of S. I. Anderson as assistant to the general sales manager and T. H. Trimble to eastern sales supervisor. Anderson, with the Hooker sales department since 1933, has been assistant eastern sales manager. Trimble, a field salesman since 1934, will direct field sales activities from eastern Ohio through the Atlantic states. Neil M. Barber will be assigned eastern Pennsylvania and the southeastern seaboard states. He has been a sales representative for Hooker since 1941.

● Moriarty-Johnson Co., Inc., Brooklyn hat leathers manufacturers, has announced a change of name to Moriarty Leather Corp. There has been no change in personnel.

● Creditors of M. Radeschi Shoes Inc., New York City women's shoe manufacturers, recently agreed to await a committee's report on the firm before taking any individual action against it. Total assets were reported as \$30,322 and liabilities at \$51,063. No offer of a settlement will be made until after the committee investigates the situation.

Pennsylvania

● Assets of Gluck & Mohr, Inc., Philadelphia wool and hides dealers, were sold at a public auction for \$9045, it is reported.

● Imex Corp., chartered in Delaware, has been authorized by the State Dept. to export and import leather, tanning materials and machines, and hides and skins processing oils at Philadelphia. Robert G. Stout is president and J. J. Polance is secretary and treasurer.

Missouri

● Roger Drew, formerly on the sales staff of Good Housekeeping Magazine, has been appointed director of merchandising and advertising at Johansen Bros. Shoe Co., St. Louis. Drew has a widely varied advertising and promotional background.

● More than 70 members and friends of the 210 Associates attended a luncheon meeting at the Columbian Club in St. Louis recently. I. M. Kay of Berland Shoe Stores was toastmaster at the luncheon which was the second of a series held throughout the Midwest. Frederick Bloom, executive secretary of the association, outlined its philanthropic functions and asked for new members. The first regional dinner was held recently in Chicago and others are scheduled for Columbus, Cincinnati and Philadelphia.

New Jersey

● A receiver for Fayette Footwear Co., Inc., Garfield men's footwear manufacturers, is reported to have been appointed as a result of a stockholder's petition.

Illinois

● The Leather Belting Club of Chicago elected the following officers at a recent meeting: President, Harry I. Fritts, president Cornell Belting Co.; vice president, Kenneth McClelland, Chicago manager J. E. Rhoads & Sons; secretary-treasurer, Victor R. Clark, owner of Victor R. Clark Belting Co.

● Edward A. Shaw has joined Lapham Bros. & Co., Chicago hide and skin brokers and will be in the trading department headed by A. B. Lapham and T. M. Burke. Shaw was with Pratt Bros. Co., Chicago, for the past 16 years and was editor of the Chicago Daily Hide Report.

Wisconsin

● John Manning, formerly manager of the Sturgeon Bay plant of The Amity Leather Products Co., West Bend, has been promoted to personnel director of both the West Bend and Sturgeon Bay plants. He will also be in charge of public relations.

● C. E. Retzsch, chief chemist of the tanning oils division, Nopco Chemical Co., will be principal speaker at the next meeting of the Tanners' Production Club of Wisconsin. The meeting will be held April 22 at the Pfister Hotel, Milwaukee and will be highlighted by the attendance of seven past club presidents. Retzsch will discuss in detail the cationic and nonionic oils, their functions and merits.

Texas

● Champion Leather Co., El Paso leather and findings manufacturers, is reported to have changed its name to Border Leather Co.



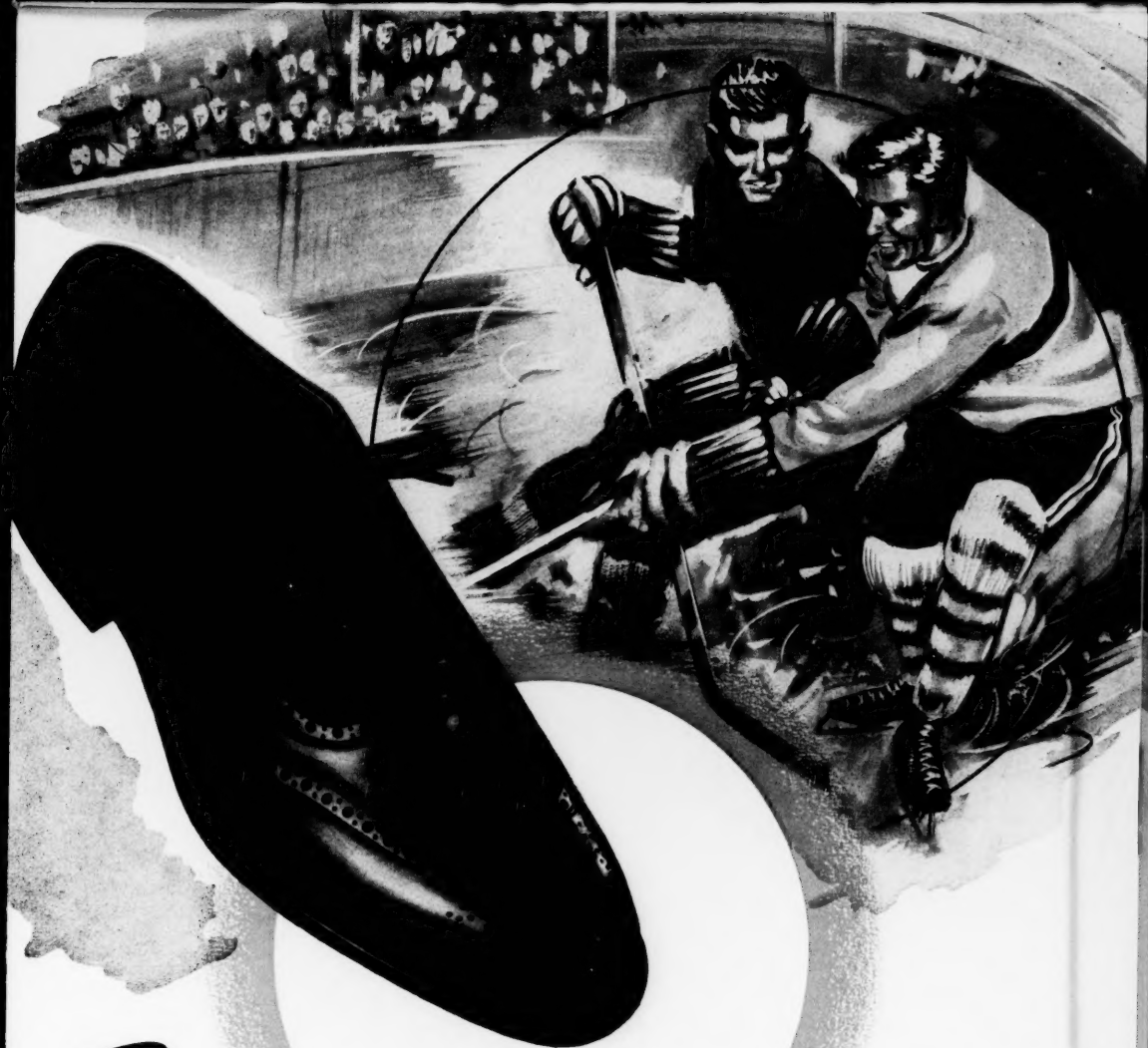
CHARMOOZ

THE PERFECT SUEDE LEATHER

BLACK AND COLORS

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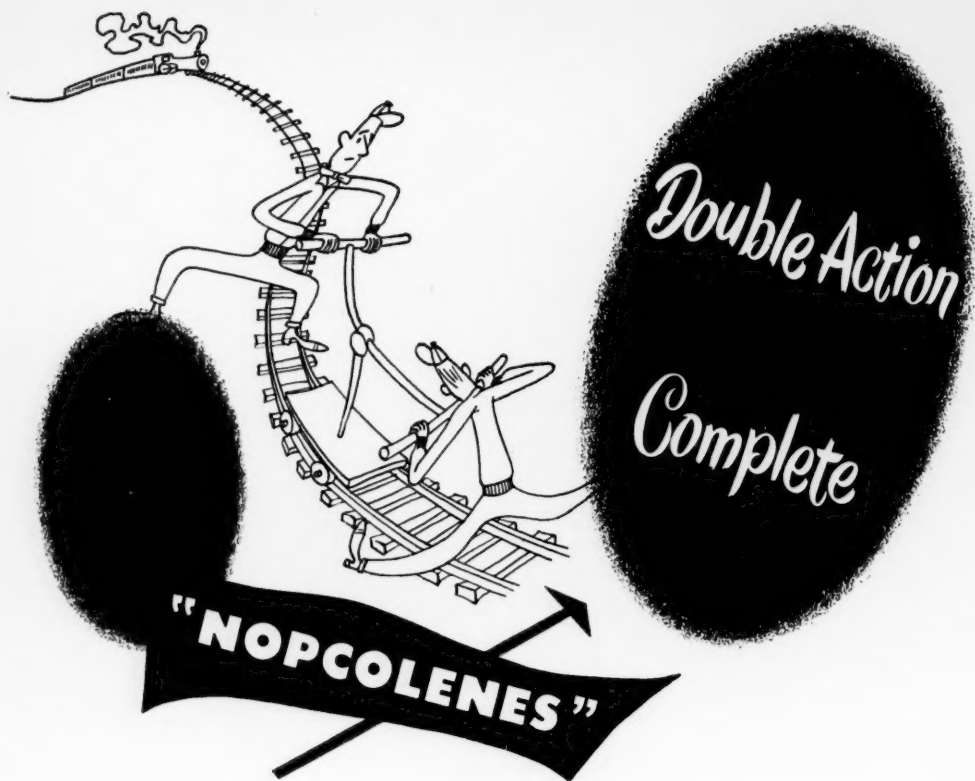
Center of Attention!

Eye interest in a shoe starts at the toe . . . that's why the Celastic box toe is important in shoemaking and shoe merchandising. The maker of shoes likes its "lastability", the light and durable construction—the seller of shoes admires the trim interpretation of last style. For the wearer there is always the pleasure of enduring toe lines, the comfort of wrinkle-free toe linings.

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Nopcolene* combination cationic-nonionic fatliquors have been specifically developed to give 2-way satisfaction—do an overall job with exceptional efficiency.

Like alkaline fatliquors, Nopcolenes provide excellent surface lubrication; but *unlike* alkaline fatliquors, they are not content to leave it at that. Like sulfonated oils, they penetrate readily; but *unlike* sulfonated oils, they do not tend to penetrate too deeply. In a word, Nopcolenes *provide all the advantages of alkaline fatliquors plus the advantages obtained from sulfonated oils.*

And the versatility of Nopcolenes makes possible extremely accurate control. Made from a wide range of fatty oils, they enable you to ob-

tain *any* degree of firmness or softness desired.

Nopcolenes are adaptable to all types of tannages. Though they may be used as additives, they are actually *complete* fatliquors in themselves. Moisture-free products, they can be shipped and stored economically.

Write for full information about the Nopcolene series, and learn how these outstanding fatliquors can make your good leather *better*. We'll gladly supply working instructions.

Nopco Tanning Specialties Include:
Fatliquors for every type leather
Leather Sponging Compounds
Alum Stable Oils and Other Specialty Items

Nopco Oils make good leather better



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Leather

The Sanitization Of Shoe Leathers
(Chemistry's contribution to better footwear)

How Perspiration Damages Leather

By Frederic L. Hilbert

To make shoes and shoe leathers "hygienic" we must first know how and why perspiration affects leather. Mr. Hilbert analyzes the injurious properties and the process of injury to leather.

ANOTHER component of perspiration which contributes to the deterioration of vegetable tanned insoles is acetone. It acts as a solvent not only for the water solubles and uncombined tannin but also for the oily matter of perspiration and the oils contained in the leather. Accordingly, it should be a simple matter to understand that the combined action of urea and acetone is responsible for much of the rapid deterioration of leather insoles.

The difference in the effects of urea solutions on vegetable and chrome tanned leather may be readily explained by the fact that vegetable tanned leather invariably contains a number of enzymes, some of which are on the order of urease, which bring about not only the hydrolysis of urea but also the hydrolysis or deterioration of the leather itself, while in the case of chrome tanned leather, enzymes on the order of urease are either absent or inactivated. However, the deteriorating effects of absorbed perspiration on chrome tanned leather have been known for quite a number of years.

Effects On Insoles

As is well known to those familiar with the common physical properties of vegetable tanned leather, the alternate moistening of leather with water and drying, at ordinary temperatures, develops hardness and crackiness of the grain surface, within a very short time. This is especially the case with full-grained innersole leather. Obviously, when the insoles of shoes are

alternately moistened with perspiration, during wear, and dried, deteriorating effects of a more serious nature usually take place.

D. Lawrence-Lord, writing on the subject "Curling Insoles", (*LEATHER AND SHOES*, Sept. 4, 1948) discusses several interesting and pertinent facts; for example: "A well-made shoe turned out from the factory carries no indication as to its eventual exposure of manufacturing faults. There would seem to be no reason for exposure to a shoe disease known as the curled insole. If one feels inside the shoe with the finger, there appears little possibility of the leather eventually lifting and curling. Yet, with the wearing of the shoe, this does occur. The curling is due particularly to the skiving of the leather being too far in, and insufficient substance or body left on the skived portion. If the wearer is inclined to excessive foot perspiration, the lack of body on the leather edge creates a rapid absorption of perspiration. When the shoes are removed at night, the insole dries out but the leather edge, more sweat-laden, is still wet in the morning. After a while, under these conditions, the leather of the insole naturally deteriorates and is eaten away. With each wetting and drying out the insole curls more."

It seems that there are very few who give any thought to the fact that a seemingly well-made and attractive shoe gives little or no indication or promise regarding the service or comfort it will afford the wearer. During wear, hidden manufacturing faults

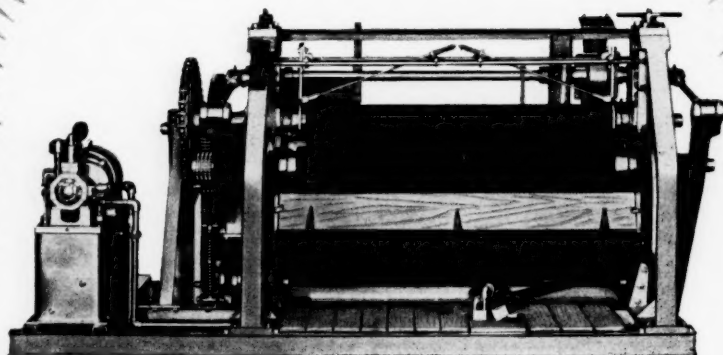
often come to light but, more often, the effects of absorbed perspiration on the construction and materials out of which the shoe is made are the more serious.

There is considerable variation in the amount and composition of the perspiration excreted by different individuals. Excessive perspiration is known as hyperhidrosis and is characteristic of both healthy and unhealthy persons. However, the perspiration excreted by unhealthy persons, such as gouty and diabetic, is often fetid or highly odoriferous; this is known as bromodrosis. According to A. Colin-Russ (*Journal of Hygiene*, 1935) the perspiration excreted by healthy persons brings about physical changes in leather, such as crackiness and loss of tensile strength, while that excreted by diseased persons brings about chemical changes, such as the detanning of the leather and the production of foul-smelling substances.

Absorbed Perspiration

The deleterious effects of absorbed perspiration on leather insoles can be readily detected and measured, by the usual methods of physical testing and chemical analysis. The deterioration and chemical changes increase rapidly with the length the shoes are worn. As shown by the data in the following table, the principal changes which take place in the insoles are a steady loss of water solubles and a corresponding gain in combined tannin. The data are taken from a study made by the author in collaboration

***IT'S GREAT...
IT'S NEW...* IT'S HERE**



***Stehling's hydraulic combination
putting out and wringing Machine***

HYDRAULIC COMBINATION PUTTING OUT AND WRINGING MACHINE—Machine opens and closes hydraulically, thus eliminating clutch.

Assures smoother and faster operation—reduces maintenance cost. Closing operation easily reversed to readjust hide if necessary.

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Export by International Division of: ALBERT TROSTEL & SONS CO., MILWAUKEE, WIS.

with C. W. Dorn, on the effects of absorbed perspiration on vegetable tanned insoles. (HIDE AND LEATHER AND SHOES, 1944.)

EFFECTS OF ABSORBED PERSPIRATION ON VEGETABLE-TANNED INNERSOLES

Month's Wear	0	2	4	6
Hide substance.....	41.01	42.35	43.63	44.65
Combined tannin.....	30.49	34.97	38.24	41.04
Water solubles.....	28.50	22.68	18.13	14.31
Load	58.99	57.65	56.37	55.35
Degree of tannage	74.30	82.57	87.64	91.91
pH	3.5	4.0	5.8	6.5

The increasing darkening in the color of vegetable tanned insoles, during wear, is due almost entirely to the iron contained in perspiration. As a matter of fact, nearly every analysis of perspiration reports a trace or more of iron. Much of the deterioration of vegetable tanned insoles is due to the chemical reactions which take place between the iron of perspiration and the tannin of insole leather.

Whitmore, Downing, and Sherard (*J.A.L.C.A.*, Oct., 1948) state: "The iron content of worn insoles is substantial, and definitely parallels the degree of damage." Of course, that is true; but it is unfortunate that they state: "The principal sources of iron seems to have been the nails and wire used in the construction of the shoes." The most serious damage to insoles takes place where the ball of the foot contacts the surface of the insole. In this area of the insole there are no nails or wire. Hence, it would appear that the darkening in color which develops in insoles is due to the iron in absorbed perspiration.

Generally speaking, there is no correlation between the darkening or discoloration and the damage or deterioration of vegetable tanned insoles by absorbed perspiration. It has been observed that many insoles which showed little or no discoloration were found to be badly deteriorated, in respect to crackiness and loss of tensile strength. On the other hand, some of the most highly discolored insoles exhibited only a small amount of deterioration. This indicates that there are a number of factors involved which bring about the deterioration of insoles.

In the final analysis, the deterioration of vegetable tanned insoles is due almost entirely to the putrefactive decomposition of absorbed perspiration and the catalytic chemical reactions brought about by the enzymes secreted by bacteria and other micro-organisms.

Action of Enzymes

According to Bryan (*Principles and Practice of Bacteriology*, 1938),

all of the changes which bacteria are supposed to bring about in a medium or substrate are the result of the action of enzymes.

Enzymes are considered to be chemical entities of a highly complex nature and, as has already been stated, all of the changes or reactions they bring about are of a purely chemical nature. Enzymes are not named or classified according to the micro-organisms that secrete them, but according to the medium or substrate upon which they react. For example, there are the lipases or fat-splitting enzymes; the proteases or protein-splitting enzymes; and others, such as the carbohydrases, which split or hydrolyze sugar, starch, and cellulose compounds. One of the most important characteristics of enzymes is that they can react or bring about changes in their respective substrates, in the absence of the living cells which secrete them. In other words, "enzymes are not living, in that they do not in themselves possess the powers of growth and reproduction in the ordinary meanings of these terms." (Falk, *The Chemistry of Enzyme Actions*, 1924).

An enzyme is a complex substance produced by a living cell, which brings about a chemical reaction, without entering into the reaction itself. Furthermore, the enzyme itself is not bound to any of the end-products and is not appreciably diminished in quantity after the reaction is over. The action of bacterial enzymes is very similar to that of the chemical reagents technically spoken of as catalytic agents. Ostwald defined a catalyzer as a "substance which hastens a chemical reaction without itself taking part in it." The quantity of enzyme necessary to bring about a reaction is surprisingly small, in comparison with the substrate or substance acted upon. For example, the enzyme invertase can catalyze at least 1,000,000 times its weight of cane sugar, without losing its weight to any considerable extent.

Although enzymes are not living organisms, such as bacteria, etc., it is interesting to note that the chemical reactions catalyzed by enzymes take place at the temperatures which are considered optimum for the living organisms by which they were secreted: about 38° to 40° C. Furthermore, the acidity or alkalinity of the medium or substrate has an important influence upon enzyme activity. For example, most fungi thrive in a slightly acid medium, about pH 5.5, while most bacteria grow at the greatest rate in a slightly alkaline medium pH 7.0 to 8. These limits of temper-

ature and pH are optimum for the action of the enzymes they secrete.

A sanitized or sanitary shoe may now be defined as one which has been rendered antiseptic in the sense that it opposes not only the propagation of bacteria and other micro-organisms but also the action of the enzymes they secrete.

Sourlangas (*J.I.S.L.T.C.*, Jan., 1947) writing upon the subject of enzymes in pyrogallol tannins, and the decomposition products yielded, found that enzymes present in the raw tanning materials may bring about the destruction of tannin in the tan-yard, and that these enzymes are on the order of tannase. This is very interesting and important, because enzymes on the order of tannase are secreted by molds. Enzymes, on the order of tannase, either those present in the leather itself or those secreted by molds are capable of bringing about the rapid deterioration of leather and especially perspiration-filled insoles.

Shoes Breeding Places

Nearly every known bacterium and fungus secretes a specific enzyme and nearly every enzyme is capable of catalyzing or initiating a specific chemical action. An enzyme is considered by many to be a complex chemical entity, of a protein nature, which is capable of catalyzing specific chemical actions or changes on the order of hydrolysis, condensation, oxidation, reduction, etc. When, for example, enzymes on the order of the cellulases and proteases are present, they act upon cotton and leather, respectively, in such a way, that they become suitable food for bacteria and other micro-organisms. Under ordinary conditions, both cotton and leather are suitable substrates for enzyme activity. It should, therefore, be quite apparent that by inactivating or rendering the substrate or shoes unsuitable feeding grounds, bacteria and microorganisms in general cannot propagate. (Falk, *Chemistry of Enzyme Actions*, 1924). When bacteria and other microorganisms cannot propagate, they either die or become dormant.

In many cases, enzyme activity has been found to be proportional to the enzyme concentration. This is especially the case where there is a large excess of substrate present. From this, it should be quite apparent that as insoles and other parts of shoes become more and more heavily laden with absorbed perspiration, they become better and better substrates for enzyme activity and, consequently,

(Continued on page 27)

Skin Troubles Among Tannery Workers

By Dr. W. Schweisheimer

INFECTIONS of the skin are frequent among leather workers. There are various estimates that from 6 to 23 percent of workers in tanneries suffer from occupational skin diseases. In New York State about 2 percent of all reported cases of industrial skin troubles occur among handlers of leather; 25 percent of the compensation cases in the leather industry of New York State were infected injuries, while the proportion of workers thus infected in all industries was only 15.3 percent. The proportion in the leather industry was the third highest among the 36 industrial groups reported upon.

Recent Tests

A recent investigation by Dr. M. H. Samitz, of the University of Pennsylvania, among 3,000 men and women members of the International Fur and Leather Workers Union, C.I.O., Philadelphia, has shown the present state of skin hazards in the leather industry. Most of the workers are employed in tanning. Three tanning plants were examined. One was a large plant restricted to the tanning of goat skins. Hides and skins from cattle, calves and sheep were tanned in the other two plants.

Striking differences of the working environment ranged from a poorly ventilated basement, where washing facilities were limited to several oaken buckets, to well ventilated work rooms with an arrangement of locker and shower rooms which required the employee to take a shower before changing into his street clothes. The use of protective clothing was prevalent in the large plants and inadequate in the small shops. Only chrome tanning was in use.

Dr. Samitz's observations regarded in particular the two-bath process. The skins are milled in vats (the chrome bath), consisting of sodium bichromate and hydrochloric acid. The excess liquid is "struck out" by running the skins between rollers under light pressure. The skins are then put into a second bath consisting of a solution of sodium thiosulfate and hydrochloric acid to which sodium bicarbonate is later added. In this "fixing" bath, the chrome is combined in a chemical compound

(chromic hydroxide). In this procedure while handling the skins saturated with chromic acid that cases of dermatitis (skin inflammation) occur.

Workers, usually the younger ones or those not wearing protective garments, are subject to chrome ulcers or chrome "bites" and "holes", as tanners call them. Other skin troubles occur in the finishing of leather, an operation performed both by machine and hand. Various preparations consisting of albuminous material impregnated with resins, waxes and dyes, make up the fixing solutions. These substances which bring the leather to a deep, rich black may be responsible for instances of eczemas. No cases of dermatitis were observed in the glazing departments of the tanneries inspected.

Preventive Measures

Here are the preventive measures recommended by Dr. Samitz:

1) *Mechanical agents:* To prevent the knuckle callosities, workers can protect these pressure points with adhesive strippings or with leather gloves.

2) *Physical agents:* Modern plants overcome the "turkish bath" atmosphere of these hot air lofts by converting to tunnel dryers.

3) *Biological agents:* a) Use of impermeable aprons and rubber boots for the soakers and trimmers. b) Thorough cleansing of work benches. Thorough frequent cleansing of exposed parts of the body. c) Immediate reporting of any infection or laceration occurring in the soakers and trimmers.

4) *Chemical agents:* a) Wearing of protective gloves. b) Immediate washing of infected parts following contact with the acids and alkalies. c) Removal of workers from finishing or dyeing department if they are sensitive to dyes. d) Use of non-abrasive cleansers.

Poor cleansing procedures carried out by the workers seem to be responsible for numerous cases of skin trouble.

Schwartz, Tulipan and Peck recommend these rules for prevention of skin trouble in leather makers. Workers who handle raw hides should work with rubber gloves and boots

and should be warned against scratching their skins or even touching their faces without first cleansing the hands. Unhairers should wear long rubber gloves, aprons and boots to prevent the unhairing chemicals from touching the skin. If the gloves or boots are defective, dermatitis and burns may occur. Acid burns in the picking room can be prevented by the same means. Chrome sores were more common among tanners before the introduction of automatic tanning drums. Formerly, the skins were immersed and taken out of the tanning solution by hand. Now they are revolved in tight tanning drums and the excess of tanning solution drained off before the skins are taken out. Nevertheless, rubber gloves, aprons and boots should be worn by all workers handling hides. Shower baths should be available and the workers compelled to use them after work. Work clothes should be frequently washed and changed since irritating chemicals in soiled clothes are a frequent cause of dermatitis.

McConnell, Fehnel and Ferry, in an extensive study on potential health hazards in the leather industry, have this to say about prevention measures. Frequent mopping of soiled work places is necessary. The application of dope and lacquer containing solvents always should be conducted under exhaust hoods. Protective clothing includes rubber gloves, aprons and boots. Where rubber gloves are worn, they must be kept in good repair, as any fluid between the rubber and the skin aggravates the hazard. Men handling lime, soda and chrome, and other irritant substances should wash their hands frequently in running water, and clothing which has become saturated with solutions of these irritants or impregnated with dyes should be washed and dried before reworking. The application of protective ointments, such as lanolin, castor oil, or a mixture of the two, may be effective in protecting exposed surfaces of the skin. Symptoms of any skin diseases should be promptly cared for.

Schwartz, Tulipan and Peck give some special hints on the existence
(Continued on page 28)



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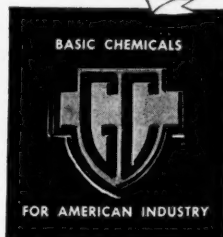
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Bank Loans For Tanneries

By Charles M. Proctor

Tanning leather is different from most lines of manufacturing in that it is more difficult to obtain loans for financing its production. Concerns who can purchase raw materials one week and have the finished product ready to ship to their customers the following week are much more likely to receive financial aid.

This is understandable. With tanners, several weeks—even months—may elapse from the date of purchasing the hides to the time of delivering the finished leather. This causes uncertainty in payments on account of fluctuations in market prices. Bankers know that radical changes have happened and can do so again, during such an interval. This is the reason they are usually obliged to make longer term loans to tanners, who require help in purchasing their raw stock. This same condition exists when buying machinery or other requisites. Some machine companies would willingly extend credit in ordinary times. During the recent years they have been so delayed in filling orders they do not care to sell now except for spot cash. This condition makes it necessary for the tanner to try financing any purchases through a bank.

Just such circumstances were emphasized in a letter I received recently. It was from the manager of a Southern tannery. I will quote one paragraph verbatim:

"It is a hard thing for us here to get financial assistance for buying a quantity of new machinery as our local bankers are afraid of the

tanning industry but they will, on the other hand, lend money to people for buying old cows that may die overnight."

This concern is endeavoring to obtain some machines to replace old worn out ones. It makes it necessary to finance their purchase through a bank, hence, explains the rather bitter letter. Evidently the bankers figured that they were risking enough on the raw stock without the additional funds for machinery. However, it does not alleviate the tanner's problem. Bankers in some sections of the country—notably in the Eastern, Middle West and West Coast—have been very liberal in their attitude towards tanners. This was true especially during the deflation period of the early 1920's and the depression of the 1930's. Many tanners were carried along by the bankers and were also allowed to renew notes that would have been very difficult to pay.

There was the case of one tanning concern in particular. It would not be in business today if it had been forced to meet its loans at the time they were due. Now, it is not only one of the largest but one of the most prosperous concerns in the leather industry.

It is a noteworthy fact that many of the larger banks—when sought for loans—give only secondary consideration to a financial statement furnished by the tanner. Instead, they employ someone who is cog-

nizant with tanning to make a thorough survey of the plant. This is done with both appraisal and manufacturing standpoints in mind. From this survey, the bankers obtain a fair market value of the real estate, equipment and stock. It also makes it possible to determine whether the tanner is making or losing money.

I have made many of these surveys myself for bankers. As an example, out of fifteen surveys for one bank, fourteen were favorable. These tanners obtained their loans, which were paid in full later. The unfavorable one proved conclusively that had the bank relied wholly on the tanner's financial statement, the loan would not have been paid and the bank would have been the loser. As a matter of fact, shortly after the tanner's application for aid, the business was taken over by his creditors. It had to be liquidated.

It would seem advisable for every tanning company to have someone who has a thorough understanding of banking matters, in their office force. Companies have failed, owing to the fact that the owners—although good tanners—were not sufficiently familiar with banking methods. This does not mean that a tanner should mistrust his banker. Naturally, it is just as essential for a bank to lend its money for a reasonable period at a fair rate of interest as it is for the tanner to obtain it. What it does mean is that with a better understanding, it would help towards conducting the business with a better opportunity of making profitable returns. I have known bankers in nearly every state and with rare exceptions found them to be regarded with the highest respect in their own communities. The nature of their business is governed by exact and explicit laws; nevertheless, they are bound to co-operate when conditions are justifiable.

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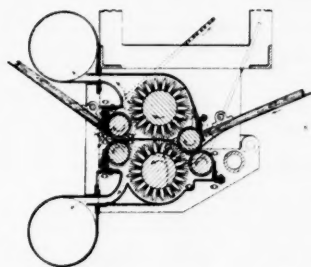
NEW YORK, N. Y.

New Developments

Leather-Brushing Machine

Illustrated is a brushing machine embodying a multiplicity of rolls. The function of this machine is to brush tanned calf and kid skins not only partially but completely; that is, over the entire surface of the skin at one time. Heretofore it has been difficult to guide light leathers through brushing in the complete sense, for only about half the skin would be adequately brushed. But here is a machine that on one trip through the job is done.

In construction this machine utilizes rolls that are curved lengthwise and rolls that also are dished out in flute fashion to assure ease and ready discharge of the work



from the machine and also to allow for passage of the hair.

The question of "bite" always stands out as an important feature in machines like this. In fact, the wrong kind of bite will cause the

leather prematurely to be forced into the machine and go half way through without suitable brushing action. Here the bite of the brush rolls, and the bite of the top rolls, are so designed as to be more potent on the grain side, and it is certainly more important to brush the grain side rather than the flesh. Of course, the rolls can be adjusted to brush both sides of the work equally well.

In short, this machine comprises an improved technical combination wherein it is claimed that the dust is removed from skins more completely and adequately than any such machine heretofore introduced. Also, this machine does a complete job of removing the dust at one operation.

New Pump for Removing Fleshing

A new pump, called Roto-Flo, for removing fleshings has been developed in the tanning industry for handling wet and drained fleshings, particularly those drained from the stock pile and taken to the truck or car. The pump is capable of raising these fleshings through a 6" pipe up as high as 100 feet and horizontally at least 500 to 600 feet. The fleshings can be flowed from the fleshing

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
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
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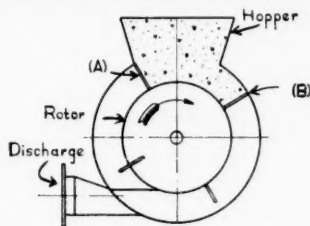


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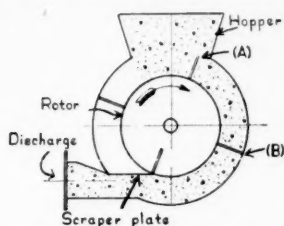
machine by gravity with the water from the machines themselves into a storage bin which can be prepared so that the fleshings are draining



Roto-flow works on an improved tumbled principle; as material is placed in hoppers it fills space between blades (A) and (B).—Rotor revolving at slow speed carries blades (A), (B) and others under hopper where they are consecutively loaded and material is then carried around by rotor to discharge opening.

while being accumulated, and then pumped into a truck or freight car. It is claimed that this eliminates all laborious work, makes safer conditions in the plant and results in a large saving in labor cost for handling such an unwieldy product. It also makes for better feeling among the laborers in the beam house.

An examination of these pumps by



As rotor revolves, blade (A) is in its outermost position as it leaves hopper and continues in this position to a point near the discharge, where it is smoothly retracted until it is completely within rotor as it passes scraper plate. Blade is then gradually extended until it reaches hopper where it is again loaded so that the pump produces a positive, regular and continuous flow of material.

a tanning expert showed that they are well designed and have a very powerful gear transmission so that it is necessary only to use 5 h.p. more to handle these fleshings. The engineer stated that the pump will handle as high as approximately 540 cubic feet of fleshings per hour. It is also claimed that the pump will handle cattle, horse and goatskin fleshings, or any type of stringy or lumpy fleshings.

(Source: Eagle-Flagg Tanning Corp., 624 W. Oregon, Milwaukee 4.)

Perspiration . . .

(Continued from page 21)

better feeding grounds for bacteria, molds, and fungi.

Very often enzyme activity may be

prevented by the use of antiseptics which kill or oppose the propagation of the organisms which secrete the enzymes. Practically all of the antiseptics which are capable of preventing the growth of bacteria, molds, and fungi have to be used in such high



Anecdote by:
CHARLES PROCTOR

The Reward

WHEN quite young, I was associated with a large tanning concern. Frequently, the company purchased quantities of rawstock in shipments, ranging from twenty-five to one hundred thousand hides. These importations were from South America, India, China and Africa. It was necessary to have a broker handle such large orders. Mr. Wm. H. Sands, senior partner of Sands & Leckie at that time, represented our concern. His knowledge of hides was undisputed, everyone respected his opinion.

During the slump in the leather market in the early "1900's", the company bought from "hand to mouth" so to speak. Since business was so quiet, the head of the company decided to take a long deferred trip.

One day, shortly after he had gone, Mr. Sands came hurrying to the office with a cable offering of over one hundred thousand heavy B.A. dry hides. He urged buying at once because of the exceptionally low price. I explained the absence of The Boss, who always made such decisions; also, that he could not be contacted in time to profit by this offer.

I had implicit faith in Mr. Sand's judgement. But what to do? The responsibility! Yet, what a chance for promotion if all went well . . .

Mr. Sand's advice overruled all my scruples. I told him to cable the order to the Argentine. He did so.

Before the hides could be loaded aboard ship, the price advanced two cents. By the time the ship started North—up another cent. Before arriving in the U. S. A.—up three more cents! What luck! It meant that the company had cleaned up about two hundred thousand dollars. Was I glad that the "go ahead" sign had been given. My vision of a promotion with a big raise in salary became intense.

When The Boss returned he was elated with the news of the deal that had netted around two hundred thousand dollars. I beamed as he exuded unreined praise. "Proctor," he said, "you'll be rewarded handsomely for this."

The handsome reward? A "gold" watch. Just that. No promotion, no increase in salary, no bonus. And even that watch was more punishment than reward. It kept time badly, frequently stopped running altogether. Because of the watch I was late for work several times—and got a calling down by The Boss. I finally sold the watch for \$25. When The Boss found out he dressed me down again—this time for my "ingratitude for pawning an article of lasting sentimental value."

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concentration that they become primary skin irritants. It is a simpler and more scientific procedure to inactivate the materials out of which shoes are made with effective and safe enzyme inactivators than to depend upon the use of skin irritating bactericides and fungicides.

Because of the comparatively simple means by which most enzymes may be activated or inactivated, it would seem that the activity or inactivity of an enzyme depends upon tautomerism or some intramolecular rearrangement. Hence, it appears that a substrate or the interior of a shoe is inactivated when it can no longer be acted upon by an enzyme. If the interior of a shoe is inactivated against the action of enzymes, it is no longer a satisfactory feeding ground for bacteria and other microorganisms; and, therefore, it can properly be called a sanitized or sanitary shoe.

(Note: Part 3, the concluding article of this series, will appear in the issue of April 23).

Skin Troubles . . .

(Continued from page 22)

of skin troubles among leather dyers and leather pressers. The dyes used on hides are those used for animal fibers. The tanning agents in the leather act as mordants. Dermatitis is rare among the dyers. However, aniline, Bismarck brown, chrysoidine, orthotoluidine, auramine, amino-azobenzene, di-methyl amino-azobenzene, and amino-azotoulene hydrochloride have caused dermatitis among hypersensitive workers.

Leather pressers have been known to contract dermatitis from the fumes given off by the hot iron as it comes in contact with the leather. It is possible for the heat of the iron to decompose some of the dyes used on leather into their intermediates or into other irritating compounds which are volatilized and thus come in contact with the skin. The stakers and glazers have callosities on the dorsal surfaces of the knuckles from constant contact with the machines.

As for anthrax, the most serious of the hazards of leather manufacture, it is usually caused by handling uncertified hides from foreign countries before they are immersed in the lime or other antiseptic solution, according to Schwartz and Tulipau. The large majority of the cases of anthrax occur among workers who handle uncertified hides from China or India before they are immersed in the germ-destroying and spore-eliminating solutions.



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LABOR NEWS

CORRECTION

The statement appearing in these columns (L&S, March 26,) to the effect that territorial representatives of the **United Shoe Workers of America**, CIO, also serve as members of the general executive board was incorrect. Members of this board are workers from the shop who are not permitted to have full-time employment as union officials. Territorial representatives, as full-time union employees, are constitutionally barred from serving on the general executive board.

Employees of the **Mackdon Inner-sole Co.**, Brockton, Mass., have been notified that the company has ceased operations as of March 30. Notice was sent to the Brotherhood of Shoe and Allied Craftsmen, Brockton independent union, which represented workers of the firm.

The **National Labor Relations Board** has ordered a second collective bargaining election at the Pulaski, Tenn. plant of **General Shoe Corp.** The election will determine if employees will be represented by the Boot and Shoe Workers Union, AFL.

A first election, held July 31, 1948, was nullified by the board on the grounds that "the circumstances surrounding the election raised grave doubts as to whether the results reflected the employees' free choice of a collective bargaining representative." The new poll will be held within 30 days of March 31.

The union stamp of the **Boot and Shoe Workers Union, AFL**, will appear on the line of women's corrective shoes manufactured by **Irving Drew Corp.**, Lancaster, O., according to an announcement made by John J. Mara, president of the union.

The stamp was made available to the Drew Co. as the result of an agreement reached with the union. The Drew Co. uses the trademark "Dr. Hiss."

Reports from Washington now indicate that Congress will include provisions in the new Wage-Hour law making it easier for employees to install guaranteed or annual wage plans. No pronounced opposition to this has been noted as yet.

On the other hand, the administration's drive to set the minimum wage at 75-cents an hour may prove successful in the House but is certain to run into Senate demands for a com-

promise of 60-65-cents. Furthermore, the bill is no longer expected to contain provisions extending the minimum wage coverage into new fields covering additional millions of workers.

Wages of approximately 11,000 employees of **Brown Shoe Co.**, St. Louis, Mo., were cut April 4 because of a drop in the cost-of-living index for the three-month period ending Jan. 31. Piece-workers' rates were reduced about three percent while others about three cents.

This brings employees' cost-of-living allowance down to nine percent above the base wage of Oct. 1, 1947.

The **National Labor Relations Board** has ordered bargaining agent elections to be held at **Baltimore Luggage Co.**, Baltimore, Md., and the **Indianapolis Glove Co.**, Indianapolis, Ind. Employees of the former will vote within 30 days of March 23 for representation by either the Eastern Joint Board, Luggage Workers Union or the Handbag, Luggage, Belt & Novelty Workers Union, AFL. At the latter, production and maintenance employees will vote for or against the International Brotherhood of Teamsters, Chauffeurs, Warehousemen and Helpers of America, AFL, within 30 days of March 25.

In a recent talk delivered before the Gulf States Industrial Conference, Biloxi, Miss., N.L.R.B. general counsel Robert N. Denham stated that shoemakers and their employers in Philadelphia made the first recorded effort at collective bargaining during the year 1799. A shoemaker's strike followed later that year, and in 1809 the country's first experience with the secondary boycott when a shoemaker's strike extended to all employers friendly with shoe manufacturers involved.

A new section of the joint Armed Services Procurement Regulation establishing a uniform labor policy for the Armed Services and uniform clauses covering labor in military contracts, has been issued by the Army, Navy and Air Force. The prescribed labor clauses are the first mandatory clauses to be set forth in these regulations.

Based on Federal statutes or executive orders, the clauses include the Eight Hour Law of 1912, Davis Bacon Act, Copeland Act, Walsh Healey Public Contracts Act, Convict Labor, and others.

Leather MARKETS

Market largely unchanged. New business sluggish though some tanners report better interest. Leathers in best demand hold to former price levels. Calf, suedes, sheep and heavy sides still firm. Most bargain lots cleaned out.

Sole Leather

Boston tanners report better interest though no buying rush. Recent buying has been on hand-to-mouth basis but enough has been sold to prevent excessive accumulations. This, added to lower production, seems to be saving market from quick dip. Conflicting reports from Argentina bewilder those who try to outguess market. One reliable source tells us that there is no unwieldy accumulation of hides in Argentina, predicts little or no importing from that country. If this is true hides should not go down materially within reasonable time. It is a point of view from one usually close to right.

Interest in heavy bends continues fair, mediums neglected, lights gather strength. Quotations on bends of standard tannages follow.

Light: 61-63.
Medium: 60-61
Heavy: 60-62.

As far as Midwestern tanners are concerned, there is no established price level in this market. Lists are more often disregarded than not. The market is in such a soft position that business is practically at, or near, a standstill. In most transactions, prices involved are usually derived from bargaining tactics. The quoted levels of 62, 63 and 64c for heavy, medium and light bends are by no means actual sale prices. In most cases, these are shaved anywhere from a penny to as much as 3c, rather than let the meager business walk out the door. Tanners also point out that their inability to clearly define sole leather prices is partially due to the fact they are waiting for developments in the cattle hide market, which is approaching the Summer take-off period.

Philadelphia sole leather tanners report they are "holding their own" in a fair market. Findings were active, averaging 66c on a tannery run. A number of weight and selections are sold up on estimated production and only a few lines are failing to keep pace. Price on women's weights makes this cut a poor seller. As long as upper leather buyers compete for ex-light, for the manufacture of shoes, women's repair leather will remain high. Substitutes have made strong inroads into this type of work.

LEATHER: ITS PRICE AND TREND

KIND OF LEATHER	THIS WEEK	MONTH AGO	YEAR AGO	1948 HIGH
CALF (Men's HM)	95-1.15	95-1.10	95-1.10	1.30-1.48
CALF (Women's)	80-1.05	85-1.05	88-98	1.40-1.48
CALF SUEDE	1.00-1.20	1.00-1.25	1.00-1.30	1.45-1.90
KID (Black Glazed)	50-75	55-80	60-82	70-90
KID SUEDE	50-75	50-75	65-82	70-90
PATENT (Extreme)	48-56	50-58	40-53	76-82
SHEEP (Russet Linings)	20-22	18-20	19-23	23-25
KIPS (Corrected)	50-55	50-55	58-63	70-75
EXTREMES (Corrected)	45-51	45-51	48-53	60-65
WORK ELK (Corrected)	44-48	44-48	42-49	56-60
SOLE (Light Bends)	60-63	60-63	70-74	90-95
BELLIES	32-36	33-36	35-37	44-47
SHOULDERS (Dble. Rgh.)	49-54	54-56	63-65	77-80
SPLITS (Lt. Suede)	38-44	38-44	39-41	41-45
SPLITS (Finished Linings)	20-23	21-23	21-23	27
SPLITS (Gussets)	18-19	18-19	18-20	21-22
WELTING (1/2 x 1/8)	8 1/4	8 1/2	10-10 1/2	11-11 1/2
LIGHT NATIVE COWS	24-24 1/2	24 1/2-25	27-28 1/2	33

All prices quoted are the range on best selection of standard tannages using quality rawstock.



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Whites

Sole Leather Offal

Mixed conditions reported in Boston market. Bellies sell well here, not so well there. Prices fairly firm. Single shoulders with heads on one cent firmer with one tanner, unchanged with others. Double rough shoulders priced all over the place. Best bring many cents above run-of-the-mill varieties. End use often a deciding factor in price. Heads and shanks find moderate sales. Quotations on standard tannage leather follows.

Bellies: Steers 34-36. Cows 31-33.

Single shoulders heads on: Lights 41-45. Heavies 37-40.

Double rough shoulders: 50-56.

Heads: 16-19.

Cut Stock

Weakness developed in the Midwestern area. The only actual price reductions were in both fine and semi-fine women's cut stock. The decline was 1c, but it is generally understood that "bargaining" tactics are being used in this market. The new price range on fine women's cut stock for 8, 7½, 7, 6½ and 6 irons are quoted at 44, 43, and 39c on the three latter irons. Semi-fines are quoted 42, 40 and 36c, respectively, with No 1 scratch holding unchanged at 40, 37 and 33.

Welting

Regular Goodyear welting sells at 84c for ½ by ¼ inch stock. No profit in this at today's shoulder prices, say makers, and actual figuring on approved basis indicates this is true. Slight improvement noted in demand. Buyers shopping. Often get turned down and eventually pay the price. This makes for nothing but customer swapping. Buyers gain little or nothing. Specialty welting enters another good season according to sampling and advance orders. Synthetic welting for cheap welts grows in importance.

Calf Leathers

Firmness in the face of spotty business, say Boston tanners.

Some price lists recently revised upward find new orders very small. Men's best grades easily moved but middle grades lag. Lower grades find spotty call. Women's best selections not so avidly sought. Middle grades do well. Low grades cleaned up. Best demand for leather below 90c. Black and browns account for most business. High colors slower. Suede calf still waiting for big push. Pick up a few orders for future delivery. Bulk of business done between 90 and \$1.00. Difference of opinion on exactly right shade of brown for fall. Embossed calf very quiet. Quotations on standard calf lines follow:

Men's weights: B \$1.10-1.15; C \$1.05-1.07; D 85c-99c; X 75c-95c; XX 60c.

Women's weights: B 88c-\$1.05; C 83c-97c; D 78c-89c; X 73c-86c; XX 60c-70c.

Suede: \$1.10-\$1.20; \$1.03-\$1.10; 90c-93c.

Colors 2-5 cents more.

Kid Leathers

Philadelphia kid leather tanners found business quiet during the first week in April. Black glazed was a little livelier but customers are not showing much interest to buy ahead and as a result orders are small.

White suede is selling fairly well at several tanneries. A few producers, who are having a certain amount of difficulty moving their stock of white in this finish, hope to find an outlet before the month has passed. It would seem that glazed in high, medium and low grades, is doing a little better in the white market at the present time.

There are still a few calls for blue suede for late spring shoes, otherwise the demand for colors is at a standstill. Brown in women's shades will probably pick up as production on fall shoes begins to get underway.

Black suede sells more freely in medium and lower grades. The price on top grades is said to be holding up orders. Shoe factories are working down inventories before making replacements. There is no reason to believe that interest in the finest finishes has fallen off for more than a temporary period.

Rawstock prices are strong in those countries where holdings of "suede" skins are being offered. A slight weakening on less desirable types of skins has been noticed. Tanners have agreed to discontinue the so-called "three-cornered buying" by which method kidskins were first shipped to the original buyer and then re-shipped to the U.S. at a saving to the final buyer. In the long run, U.S. tanners found they were only strengthening the export market and were working against themselves. Proof of direct shipment from the source of export will be required on spot lots after April first.

Linings move well in the better grades. Business has slackened to a marked degree and there is a good supply on hand.

Little change in Boston market. Suede gets best call but big orders for future delivery often held off. Reluctance of buyers to commit themselves results in hand-to-mouth buying. Suede sells best in 50-75c range. Black glazed still doing small business. Best interest for women's shoes in grades between 50 and 70c; for men's between 70 and 85c. Total men's business small. Slipper stock gets more interest but not enough to satisfy tanners. Linings sell moderately. Best interest for grades between 25c and 36c. Fair small lot business done in specialty finishes for stripping and piping.

Patent Leather

Nothing happens to lift spirits of Boston tanners. Yet considerable patent has moved in past month, most at bargain prices. One buyer says: "I just turned down a good buy on patent. If there is a sudden turn toward patent within the next few months I'll be kicking myself." Another said: "When patent comes back, and there is always a good chance it will, there won't be any bargains lying around." Apparently many look for patent's return to popularity but most are afraid to bet on it. A definite sign of the times. Following

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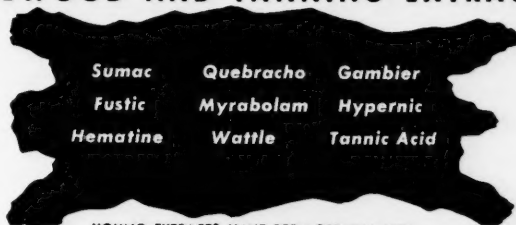
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are patent quotations, obtained only for small lots for immediate delivery. Any substantial sale is far below these figures.

Kips: A 69-79; B 66-74; C 63-69;
D 60-64.

Extremes: B 60-66; C 57-61; D 52-
56; X 48-51; XX 42-46.

Large: C 54-58; D 50-54; X 47-50;
XX 41-45.

Sheep Leathers

Moderate demand for sheep in Boston market with prices fairly firm. Small domestic skin production and still high New Zealand market keep finished leather prices up. Lining russets sell fairly well. Boot linings bring 23c and down; shoe linings 22c and down. Best shoe lining russet business done in grades between 12 and 16c. Colored vegetable linings get fair call at 23c and down. Best chrome linings business at around 26c. Hat sweat up to 26c finds slightly better demand. Novelty business spotty. Garment poor.

Russets Linings: 23, 20, 18, 16, 14,
12, 10.

Russets Hat-sweat: 28, 26, 24.

Colored Veg. Linings: 23, 21, 19.

Chrome Linings: 30, 28, 26, 24.

Side Leathers

Mixed conditions in Boston market. Tanners of best leather do fair business at firm or close to firm prices. Very cheap tannages find enough customers to keep stock moving. In-between tannages suffer most; buyers want it either very good or very cheap. Heavy eniline type sides still active at firm prices. Light leather sells well in high colors, moderately in regular shades. Sampling noted on grains for fall shoes. Work elk not too active. Following quotations indicate range for standard tannages.

Heavy Aniline Extremes: 58-60;
53-55; 47-50; 42-43.

Corrected Kips: 53-57; 51-55; 49-
53; 44-45.

Corrected Extremes: 49-55; 47-53;
45-51; 41-45.

Corrected Large: 44-48; 42-46; 40-
44; 36-40.

Work Elk: 46-51; 44-49; 42-47;
40-45.

Splits

Boston split tanners report mixed conditions. Makers of best suedes get good business. Very cheapest do fairly well. Middle group suffers small demand. However, interest sharper this week. Soft sole splits sell well. Retan sole splits slower. Finished linings good here, slow there. Work shoe splits get moderate orders.

Suede Light: 36-44; 34-41; 32-38.

Suede Heavy: 44-47; 42-44; 39-41.

Retan Sole: 40, 38, 35, 33, 30.

Finished Linings: 18-20; 20-23;
22-25.

Glove Leathers

This is a period of transition for the glove industry. While a few last minute spring orders are coming in, the emphasis is on fall lines. Salesmen will start out after Easter with the fall offerings.

The leather business is practically at

a standstill. Samples of the new fall colors are in demand but only in sample quantities. No announced changes in prices as yet, with the exception of domestic suedes which dropped four cents in the top grade.

Hide prices are definitely lower. Rawstocks on hand are small but buyers are content to wait. There is some demand for Persian type pickled skins but at prices below the cost of replacement. Tanneries are operating at about forty percent of capacity with little hope of improvement for the next sixty days.

A penny reduction on L.M. weights in glove splits in the Midwest during the past week. Tanners report light business in No. 1, 2 and 3 grades at prices 19, 18 and 17c, respectively. Regular tannery run glove splits were likewise reduced a cent and are now quoted at 19c. It is often mentioned and anticipated that the coming fall business in gloves will lean toward styling and quality, rather than lower prices.

DEATHS

Dr. Willard H. Dow

... 52, president of Dow Chemical Co., Midland, Mich., was killed March 31 when his private plane crashed near London, Ont., Canada. His wife, Mrs. Martha Dow, and three other persons were also killed when the plane fell into a farmer's field and burst into flames.

Dow and party were headed for Boston, Mass. where the noted chemist was to participate in the mid-century convocation of the Mass. Institute of Technology.

Born Jan. 4, 1897, Dow was the son of Dr. Herbert H. Dow, founder of Dow Chemical Co., one of the world's largest producers of chemicals. He graduated from the University of Michigan in 1919 and upon his father's death in 1930, became president and general manager of the firm at the age of 33.

Dow also served as president of the Iowa-Dow Chemical Co.; Cliffs Dow Chemical Co.; Dowell, Inc.; and the Ethyl-Dow Chemical Co. He was vice president of the Midland Ammonia Co. He and Mrs. Dow are survived by a son, Herbert H. Dow, 2nd, a student at Mass. Institute of Technology, and a daughter, Mrs. Helen Whiting of Midland.

Edmund L. Clapp

... 79, office manager of Brooks Bros. Leather Co., Amesbury, Mass., died April 6, at Swampscott. His wife Nellie, three sisters and two brothers survive.

Fred O. Robinson

... 88, former partner of the Boston Leather Stain Co., Boston, Mass., and active more than 40 years in the leather trade, died April 2 at his home in Cambridge, Mass. He had been retired a number of years. He leaves a stepson, William Chafe, of Cambridge.

HIDES and SKINS

"Big Four" market plunges downward; good sized trading. Small packer market confused and quiet. Packer calf market steady on limited trading. Kipskins quiet.

Packer Hides

Activity in the big packer market brought about substantial declines in branded steers, heavy cows, heavy native steers, and branded cows, with minor changes in other selections.

Business in branded steers, the major selection, amounted to about 50,000 hides, butts and heavy Texas steers selling at 17½¢ and Colorados selling at 17¢. All four sellers were active.

Heavy native steers sold in quantities, business taking place at 17 5/8¢ at Riverpoints, 18¢ Chicago, and 18½¢ at St. Paul, all f.o.b. Nothing developed in light native steers or mixed packs, but a small quantity of extreme light native steers sold at 29¢.

Heavy cows sold finally at 18¢ for Riverpoint hides, Chicago basis, down 1½¢ from previous business. About 12,000 sold. Light cows sold early in the week at steady money. Branded cows were 1¢ lower on business involving about 5,500 hides.

Bulls were active this week, selling at 15½¢ for natives and 14½¢ for brands. Quantities involved were about 3,300 hides.

The market is called easy, quite obviously so in the face of this business this week. Levels of prices this week are down to where they were about two months ago, although the spread between the heavy and light hides is not quite the same.

Small Packer Hides

The confused situation that has prevailed in this market during the past few months is not any better this week. In fact, with interest forming the pattern that it is, sellers are at a total loss as to know exactly what to say about the situation. There is some interest from sole tanners, but their price ideas are sharply lower than the offering prices, for the most part. Upper tanners are the same, although there is a little more tendency to pay currently quoted market levels for the lighter hides. The availability of hides contrasts sharply, as heavy hides are offered freely, while lighter hides are hard to find. One consolation, however, is that there are more lighter hides coming through, which will offer upper tanners a little more to do business with.

Quotations unchanged in this market. Averages around 48 to 50 lbs. continue in a range of 18 to 19¢ selected for Midwestern all-weight native steers and cows in car lot quantities. Quality is the determining factor in the price. Lighter hides could probably bring up to 22¢ selected, depending upon section and quality. Heavier hides are quoted down to 17¢ selected.

Packer Calfskins

The only business in this market this week involved about 7,000 big packer new trim calfskins from Northern River, and Southwestern points at prices that were undisclosed. Indications were that steady money was obtained, but the seller declined confirmation. Three big packers are now selling on the new trim or "Chicago trim" basis.

Prices are unchanged for the Chicago trim skins at 68½¢ for heavy Northern production, 9½ to 15 lbs., and 63½¢ for the lights, under 9½ lbs. Packer Riverpoint Chicago trim skins are quoted at 58½¢ for heavies and 53½¢ for lights.

New York trim packer skins are quoted at \$3.60 for 3 to 4s, \$4.10 for 4 to 5s, \$4.60 for 5 to 7s, \$5.50 for 7 to 9s, and \$8.50 for 9 to 12s.

Packer Kipskins

Nothing new in packer kip. Quotations in the Midwestern market are now on the Chicago trim basis. Northern native kip is quoted at 47¢, with Riverpoint production quoted at 45¢. Mixed lots are undetermined as yet.

Packer New York trimmed kipskins are quoted at \$9.50 for 12 to 17s and \$10.00 for 17s and up.

Country Hides

The country market holds quiet. Sellers are finding a slim market for their production as buyers hold off pending more definition of conditions in general. Quotations are largely unchanged, with the only price paring noted in the lighter lots, with some tanners not willing to pay the premiums they were about a month ago.

Quotations for country allweights in carload quantities hold in a range of 15 to 16¢ flat trimmed for 48/50 lb. average 1s and 2s, according to quality and take-off. Lighter hides bring more money, but 18¢ seems to be the maximum at the present time.

Country Calfskins

These skins are still on the untrimmed basis. Demand is poor, and there is practically nothing moving except for a few stray lots here and there at sacrifice prices.

Quotations are unchanged for small packer allweights at 45¢ nominal, with city untrimmed skins figured at 35¢ nominal. Country allweights are quotable in a range of 25 to 26¢ nominal.

Country Kipskins

As in country calfskins, there is little

QUOTATIONS


	Present	Week Ago	Month Ago	Year Ago
Native steers	18 -19	20 -23½	18½-22	24 -25
Ex. light native steers	29	28½	27	28½
Light native cows	24 -24½	24½-24½	24½-25	26 -28½
Heavy native cows	18 -18½	20 -20½	18 -18½	25 -26
Native bulls	15½	16½	15½	16
Heavy Texas steers	17½	19½	18	22½-23
Light Texas steers	18½	20½	19	22½-23
Ex. light Texas steers	24	26½	25	23½-24
Butt branded steers	17½	19½	18	22½-23
Colorado steers	17	19	17½	22 -22½
Branded cows	18½	19½	18	25 -25½
Branded bulls	14½	15½	14½	15
Packer calfskins*	53½-68½*	50 -65	52½-62½	47 -60
Chicago city calfskins	35	35	35	39
Packer kipskins	47	42½	37½	37½
Chicago city kipskins	25	25	25	23

*New trim basis.

HIDE FUTURES

COMMODITY EXCHANGE, INC., FUTURES MARKET

	Close Apr. 6	Close Mar. 30	High For Week	Low For Week	Net Change
June	20.25	20.74B	20.60	19.98	-48
September	19.82B	20.16B	20.05	19.60	-34
December	19.45B	19.70B	19.65	19.25	-25
March	18.70B	19.05B	—	—	-35

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demand here. Sellers find a slim market for their production. Price ideas are unchanged.

City kip is figured at 25c nominal, with country skins quotable at 21c nominal. New York trimmed collector kips-skins are figured at \$8.40 for 12 to 17s and \$8.75 for 17s and up.

Horsehides

Various price ideas are heard for horsehides, but the general market situation seems to hold around \$8.00 to \$8.50 for 60 lb. trimmed slaughter and renderer hides in mixed car lots. Up to \$8.75 is figured on 70 lb. hides and straight slaughter lots, if they can be found. Heavier trimmed hides could be quoted at higher money, but they are hard to define. Untrimmed hides are quotable at 75c higher, depending upon weights. Fronts are quiet at \$6.00. Butts, basis 22 inches and up, are unchanged around \$3.25.

Wool Pelts

The market is quiet with nothing offered. Interior packers are expected to be selling this week, but to date nothing has happened in the way of reported business. The West Coast situation is the same, the trade waiting for the developments in the spring lamb situation. Smaller sellers find a slow market, but the larger packers claim that, there is good demand for their pelts, particularly since they are producing the best quality production.

Pickled Skins

No market is as dull as this one, it is claimed, and it seems quite true. There is no business developing, with quotations of \$9.00 per dozen for big packer production of pickled skins, good quality, considered quite optimistic. However, that is the best price heard on today's market.

Dry Sheepskins

There is little to report in the way of new business. Fulton County continues in the "doldrums" and what buying is going on, is of the "hand-to-mouth" variety. Most operators claim that with leather and glove business

as it is, there is no incentive for them to add to their rawstock inventories at prices shippers still ask at origin. Even though some reductions have been noted, prices are still too high for buyers here.

Some hair sheep markets have shown signs of easiness but in general, shippers are quite firm in their ideas and as regards dry salted Sudans, local agents state that their shippers have not been making any offers. Shade dried Mom-basas are available at \$6.50 per dozen, but most buyers have much lower views and there were reports of sales down to \$5.90 per dozen. Although there have been more offers of Red Sea district skins, sales have been rather difficult to ascertain as buyers are showing very little interest even when prices seem attractive and refuse to make counter bids. Cape gloves are about unchanged with shippers still talking 125 shillings. Reports indicate that sellers are quite firm at origin as they are carrying relatively small unsold stocks due to European and principally English buying. Addis-Ababa slaughterers continue firm and most shippers continue to have ideas of \$13.50 per dozen, though there have been some small sales at 50c less and additional quantities could be had at that price, on a firm bid. Brazil cabrettas are somewhat lower with offerings reported at \$15.00-16.00 per dozen, c&i, basis importers, as to districts and assortment. While most buyers have relatively low ideas, it is understood that some tanners might pay around \$15.25 per dozen, basis manufacturers for Ceara regulars.

There has been little change in the shearing and wool pelt markets. Reports from primary points indicate that sellers are quite firm in their ideas as they are carrying small stocks and seem to have ready outlets for their holdings. Occasional sales are noted but in general, business has been limited as most buyers are unwilling to meet the prices asked.

Goatskins

The majority of U.S. tanners are biding their time and show little interest in goatskins at current asking prices. A little easier tone in some

of the less desirable skins has not spread to skins suitable for suede; these latter skins are still wanted. Price resistance to asking prices at points of origin has not brought any reductions of size.

Asking prices on 1200 lb. Amritsar skins are pegged at \$12.00 per dozen c&i, with little interest at that level. Southern India Coconadas are offered at \$11.50 to \$12.00 per dozen c&i, basis 1.70-1.80 lb. Khari salt cured skins.

Although some sales of Batis took place at \$16.00 to \$16.50 per dozen c&i, for regular run skins, many shippers are still asking 25 to 50c per dozen higher. Berberahs last moved at \$13.50 per dozen c&i. Eritreans last sold at \$12.00 per dozen c&i, for shipment.

East Indies

Amritsar (1,200 lbs.)	12.00-12.50
Patnas	10.20
Cawnpore and Lucknow	13.00
Mozufferpore	Nominal
Dinapore	Nominal
Calcutta kills	13.75
Coconadas	11.50-12.25
Deccans	11.50-12.25
Kristnas	Nominal

Chinas

Szechuans	1.10- 1.15
Hankows	93-95
Chowchings	Nominal

Africans

Casablanca and Marakesh	Nominal
Algiers	Nominal
Nigerians	1.45- 1.48
Mombasas	13.25-14.00
Marakesh	Nominal
West Province (ex. It.)	52
Port Elizabeth (ex. It.)	50

Mochas

Berberahs (shipment)	13.50-14.00
Hobedihs (shipment)	8.50
Bati	16.50-17.00
Addis-Ababa	13.00

Latin Americas

Mantanzas, etc. (flat) f.o.b.	Nominal
Oaxacas, f.o.b.	Nominal
Barquistmetos	34-55
Cocos	34-55
Maracaibos	Nominal
La Guayras	Nominal
Rio Hache	Nominal
Bogotas	Nominal
Jamaicas	1.05
Haitians	71-73
Santo Domingos	67
Brazil (Cereas)	1.35
Pernambucos	1.35
Rahias	Nominal
Cordovas (8 kilos average)	Nominal
Pampas	Nominal
Paytas	69-70
Peruvians	Nominal

MARATAN

Highly purified lignosulfonate blended with vegetable extract for tanning shearling, sole, retanned upper and mechanized leather.

★ ★ ★

Available as liquid or powder

Write for details

MARATHON CORPORATION

CHEMICAL
DIVISION



ROTHSCHILD,
WISCONSIN

THE MARTIN DENNIS COMPANY



Pioneers in the application of
Scientific methods to the art of tanning.

TANOLIN

Albaol
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PUROGEN

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Emulsol
Neetol

ACIDOLENE

Alkalene
Kromoid
Neutrolene

859 SUMMER AVENUE

NEWARK 4, N. J.

WANT ADS

ADVERTISING RATES

Space in this department for display advertisements is \$5.00 per inch for each insertion except in the "Situations Wanted" column, where space costs \$2.00 per inch for each insertion.

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Wednesday morning for publication in the issue of the following Saturday.

Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the publisher.

THE RUMPF PUBLISHING CO.
300 W. Adams St. Chicago 6

Special Notices

For Sale

A FEW Moccasin Stitchers, Knurling Machines, Assembling Machines, Goodyear Type Stitch Separating Machine, and many other machines available at low prices.

Write L. H. La Rouché,
114 State St.,
Boston, Mass.

Wanted

WANTED TO BUY: Freeman Cut-out Machine Model "N", also 12 pair of Men's shoe racks, also Men's Stitchdown Lasts.

NASHUA SLIPPER CORP.,
60 Island St.,
Lawrence, Mass.

Embossing Press

WANTED: Sheridan Embossing Press Models 16 or 18 preferred. Must be in A-1 condition. Advise location and price.

Address D-6,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Domestic Florida Crocodiles

TANNER WANTS OFFERS in Wet salted domestic Florida Crocodiles.

Address D-7,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

LEATHER SPECIALTIES PROCESS DEVELOPMENT

PURE-TAN

(QUEBRACHO CRYSTALS)

GEORGE H. GRISWOLD

14 Franklin St. Salem, Mass.

Wanted to Buy

One
Oiling Off Machine
One
Setting Out 5
Table Machine.

Address D-8,
c/o Leather and Shoes,
300 W. Adams St., Chicago 6, Ill.

Job Lot Shoes Wanted

WANTED TO BUY—

Women's shoes in job lots,
close outs and
factory damaged shoes.

Write P. O. Box 89,
Syracuse, N.Y.

Sales Agent Wanted

TO REPRESENT Mid Western cutting die manufacturer in the Milwaukee area. Shoe pattern experience preferred.

Address D-3,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

Sales Agent Wanted

TO REPRESENT Mid Western cutting die manufacturer in the Chicago area. Shoe pattern experience preferred.

Address D-4,
c/o Leather and Shoes,
300 W. Adams St.,
Chicago 6, Ill.

For Sale

ONE Turner 18" shaving machine, with spare cylinder.

One Baker-Layton 72" fleshing machine.

Address D-2,
c/o Leather and Shoes,
10 High St.,
Boston 10, Mass.

Chamois Leather

TANNER, from beam house to finish 100% oil tan shamsie, is willing to demonstrate how to tan real good shamsie. Letters c/o

Schwantes,
908 Eastridge Ave.,
Takoma Park, Md.

LAST REPAIRING

Let us show you how we can repair your old lasts with our special patented method of last repair. Satisfied customers from coast to coast will testify to our high quality craftsmanship.

MILWAUKEE LAST REPAIR CO.
602 S. 5th St.
Milwaukee 4, Wisconsin

TABER PUMPS

• Have been meeting the special requirements of the Tannery since 1859. Write for Bulletin TP-629.

TABER PUMP CO.
(Est. 1859)

300 Elm Street Buffalo, N. Y.

Chamois Leather

SUITABLE FOR ALL Automotive, Industrial and Domestic purposes, in Full Skins and Cut Squares.

Lowest Prices—Prompt Delivery
WOODACRE CHAMOIS CO.,
Leather Dressers
DARWEN-LANCS-ENGLAND

Situations Wanted

Salesman

SALESMAN with proven ability. 25 years following among ladies' shoes, playshoes, slippers and stitchdowns. Long experience in leather, textile, and backing. Metropolitan N. Y., N. J., and Phila. section of Pa. Employed at present with large firm. Address D-5, c/o Leather and Shoes, 29 Vesey St., New York 7, N. Y.

Upper Leather Salesman

AVAILABLE beginning May 1. Fifteen years experience. Has large New England following. Prefers New England territory, but willing to go anywhere.

Address D-9,
c/o Leather and Shoes,
10 High St., Boston 10, Mass.

Help Wanted

Leather Finish Salesman

WANTED: Leather Finish Salesman to represent a tannery finish manufacturer located in the Middle West. A man with established connections in tanneries located in Northern Illinois, Wisconsin, and Michigan desired. Salary and commission. Please give complete resume of past experience and qualifications in reply. All replies will be held confidential. Address C-10, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.



Skilled
artisans in
contract
finishing.

LEATHER & FINISHING COMPANY, Inc.
PEABODY, MASSACHUSETTS



WRINGER

Also prepares both bark and chrome tanned sides and whole hides for the skinning and splitting machine.

Quirin Leather Press Co.
Olean, New York

NEWS

(Continued from page 15)

nan retail stores throughout the U. S. One of the founders of the United Shoe Machinery Corp., Boston, he was a vice president and director of that company for many years.

After his death in 1920, he was succeeded by his two sons, Herbert W. and Addison G. Hanan. The former died in 1933 and was succeeded to the presidency of the firm by Herbert G. Hanan. Robert B. Hanan, the fifth generation to participate in the business, joined the firm in Jan., 1949.

Average Shoe Wage Rises Top Cost-of-Living Gains

Average weekly wages in the shoe industry rose from \$19.58 in Jan., 1941 to \$40.62 in Jan., 1949, an increase of 107 percent, according to an analysis prepared by the New England Shoe and Leather Assn. The analysis, based on Dept. of Labor figures, indicates that weekly shoe wage increases during the period far exceeded a 69.5 percent increase in the cost-of-living index during the period.

From Jan. 1941 to Jan., 1949, the index rose from 100.8 percent to 170.9 percent. Real earnings (wages

Glove Workers Reject Clause

Operators and day hands of the leather glove industry have rejected an escalator clause tying wages to the cost-of-living index, which was proposed by the National Assn. of Glove Manufacturers. The negotiations affect 3,000 workers in 150 Gloversville and Johnstown shops.

In commenting on the proposed wage clause, Leonard J. Hannig, president of the operators and day hands branch of the glove workers union, said the proposal would establish a wage ceiling, preventing future increases. The old contract expired March 31.

adjusted to the increased cost-of-living) rose from \$19.42 to \$23.77 per week during the same period, a gain of 22 percent in shoe workers' purchasing power. Average hourly earnings rose from 53 cents to \$1.10, an increase of 103 percent.

The average weekly wages of Mass. shoe workers in the period rose from \$19.33 to \$39.79, a gain of 106 percent. During this time, the Mass. cost-of-living index increased from 98.9 percent to 160.5 percent, a rise of 62 percent. Real weekly earnings in the state rose from \$19.54 to \$24.79, a gain of 27 percent in effective purchasing power.

INCREASES IN SHOE EARNINGS AND COST OF LIVING INDEX 1941-1949

	Cost of Living Index (1935-39=100%)	Average Hourly Earnings	Average Weekly Wage	Real Gross Weekly Earnings*
United States				
January 1941	100.8%	53.0c	\$19.58	\$19.42
January 1949	170.9	110.1	40.62	23.77
Per Cent Changes				
Jan. 1949 from Jan. 1941	+69.5%	+107.7%	+107.4%	+22.4%
Massachusetts				
January 1941	98.9%		\$19.33	\$19.54
January 1949	160.5		39.79	24.79
Per Cent Changes				
Jan. 1949 from Jan. 1941	+62.3%		+105.8%	+26.9%

U. S. LEATHER INDUSTRY HOURLY RATES UP 103%, WEEKLY WAGES 116%

AND REAL WAGES 27.5% HIGHER

	Cost of Living Index (1935-39=100%)	Average Hourly Earnings	Average Weekly Wage	Real Gross Weekly Earnings*
January 1941	100.8%	66.2c	\$25.27	\$25.06
January 1949	170.9	137.5	54.61	31.95
Per Cent Changes				
Jan. 1949 from Jan. 1941	+69.5%	+107.7%	+116.1%	+27.5%

*Determined by using cost of living index with 1935-39=100%

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For long life and best all-round results specify KENWOOD WRINGER FELTS

for your: Stehling Continuous Feed Leather Wringer Machine
Stehling Combination Putting Out and Leather Wringer • Quirin Wringer

F. C. HUYCK & SONS • KENWOOD MILLS • RENSSELAER, N. Y.



"You Can Say That Again"!

THE STORY OF TWO WHITTTLERS . . .



There were two whittlers, each with a piece of wood and a good sharp knife. Each was trying to sell his piece of wood, but at the moment nobody seemed to want any. So the first whittler sat down and whittled. Pretty soon his piece of wood was shorter and smaller, and he tried to sell it for less. Still nobody wanted it. He whittled and whittled and this kept on till all he had left was a few shavings and he went out of business. The other whittler did some planning and put some creative thought into his whittling. And when he got through he had a very nice wood sculpture which people *did* want. He sold it for enough money to pay for his wood and give him three squares a day.

MORAL: There's more business in building up creative styling than in cutting down quality and price.

(Reprint of a recent Verney Corporation advertisement)

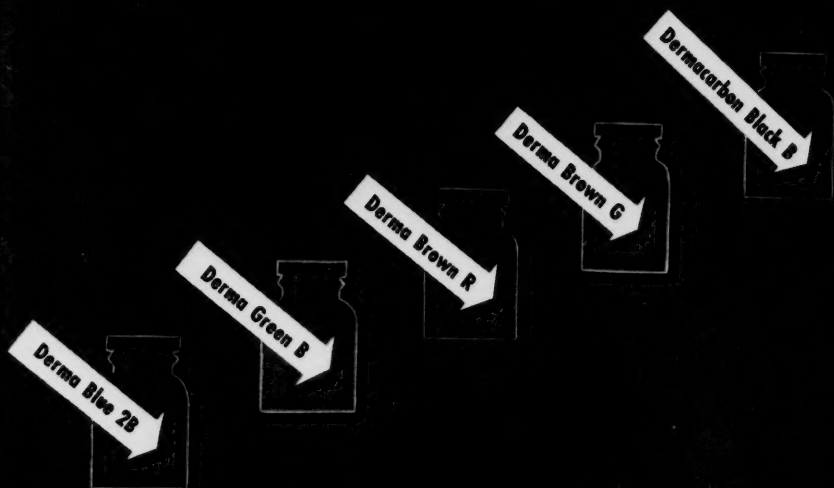
NOTE: Every business making a quality product that lifts it out of the "me, too" class cannot help but subscribe to the sentiments so ably expressed by the Verney Corporation.

"You can say that again" Verney Corporation and in this advertisement, United Last Company provides its own space to help you say it.

United Last Company

BOSTON, MASSACHUSETTS





DERMA

LEVEL-DYEING COLORS of excellent solubility and stability

DERMA COLORS are specially prepared for chrome leather by the Sandoz Leather Color Development Laboratory. They have unusually good solubility and excellent stability against changes in pH. The shade can be built

up without the undesirable effects often encountered with ordinary dyes.

For finishing operations, the Extra Concentrated types maintain viscosity and remain clear even after prolonged aging.

Sandoz thinks ahead with leather



SANDOZ
CHEMICAL WORKS, INC.

61-63 Van Dam Street, New York 13, N. Y.

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PATERSON, PHILADELPHIA, PROVIDENCE,
LOS ANGELES AND TORONTO.